

## Partnering Essentials™

### Overview

This 2 day program is specifically designed to educate and support people who want to achieve better outcomes from cross sector partnering.

It offers a clear presentation of key partnering concepts, together with interactive discussions, hands on exercises and a case study simulation to develop participants partnering skills.

### Content

Topics to be covered include:

- Why Partner? An understanding of what partnerships are and the risks and benefits of this approach
- The DIXON Partnering Process – the stages of partnering and how to get results
- Creating a partnership – what to do in the early stages including getting ‘buy-in’ and partnering agreements
- Developing a partnership – how to move the partnership forward including skills in interest based negotiation and partnership management
- Sustaining a partnership – how to review the partnership and keep things on track
- Tips and techniques for dealing with partnering issues as they arise
- Getting action – bringing it all together

### Outcomes

By the end of this course you will be able to:

- Engage successfully with potential partners from other sectors
- Understand how to create, develop and sustain effective cross sector partnerships
- Have greater clarity around what it takes to be a strong and effective partner

### Who should attend?

The course is designed for people at all levels within organisations who:

- Are directly involved as a partner in a cross sector partnership
- May be about to consider such a cross sector partnering approach.
- Are involved in a Collective Impact or Shared Value initiative
- Wish to gain a greater understanding of cross sector partnering – what it is and how to make it work

### Benefits to you

The course will equip you with the knowledge and skills needed to be an effective partner. It will enable you to:

- Clarify the language around partnering
- Understand the partnering process
- Assess the risks and benefits of partnering
- Know when to partner and when not to
- Ask the right questions at the right time
- Learn the skills to partner effectively
- Get the action and results you want

### Benefits to your organisation

Building capacity to partner will assist organisations in:

- Deriving value from their partnering activities
- Maximising the return on their investment of time and resources.
- While understanding the nature of partnering arrangements will assist in determining how to participate in the different models.

<b>Theme</b>	Core Skills & Capacity Building	
<b>Competency Framework Level</b>	Middle Manager Common/Core (ASO6 - ASO8)	
	SAES	
<b>2015 Dates</b>	2 Full days – 6 & 7 August 2015	
<b>Time</b>	9:00am – 5:00pm (8:45am registration)	
<b>Catering</b>	Morning Tea, Afternoon Tea & Lunch	
<b>Facilitator</b>	Ian Dixon – Principal, DIXON Partnering Solutions	
<b>Location</b>	Level 6, 12 Pirie Street, Adelaide	
<b>Price</b>	Professional Member	\$999
	State Government Employee Member	\$1,100
	Corporate Member	\$1,150
	Non-Member	\$1,350

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