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.

Theme
Core Skills & Capacity Building

Competency Framework Level
Middle Manager Common/Core (ASO6 - ASO8)

SAES

2015 Dates
2 Full days – 6 & 7 August 2015

Time
9:00am – 5:00pm (8:45am registration)

Catering
Morning Tea, Afternoon Tea & Lunch

Facilitator
Ian Dixon – Principal, DIXON Partnering Solutions

Location
Level 6, 12 Pirie Street, Adelaide

Price
Professional Member $999
State Government Employee Member $1,100
Corporate Member $1,150
Non-Member $1,350

Register Here!