

Strategic Partnership & Effective Communication Skills Course

Project Management
Lisbon (Portugal)
24 - 28 Mar 2025

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Strategic Partnership & Effective Communication Skills Course

Ref: 3016_130560 **Date:** 24 - 28 Mar 2025 **Location:** Lisbon (Portugal) **Fees:** 4400 **Euro**

Introduction

Partnership and collaboration with other NGOs are no longer a peripheral add-on to an organization's main work - for most organizations they are central to the way in which they pursue their mission and objectives. A partnership that works well can produce results that inspire and surprise, while one that is struggling can drain energy and resources from the organizations involved. This course focuses on partnership as a tool for value creation and results in maximization and the employment of communication in building strong networks and collaboration.

Training Objectives of Effective Partnership & Communication Skills

- Have a shared language and complete strategic understanding of multi-stakeholder partnership approaches.
- Develop knowledge about the building blocks for effective partnerships, and a complete set of tools to build and support collaboration
- Build the ability to apply learning and tools to their own situation and develop individual partnering action plans
- Develop knowledge of effective communication and its practical employment in networking.

Effective Partnership & Communication Skills Training Outlines

Day 1

Understanding the rich tapestry of partnerships creating strategic value

- The partnering challenge
- The rationale for partnering
- Obstacles to partnering
- Key partnering values
- The leadership challenge

Day 2

Good practice partnering process and the building blocks of effective collaboration

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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- Building partnerships
- Identifying partners
- Assessing risks & rewards
- Resource mapping
- Interest-based negotiation

Day 3

Keeping partnerships healthy, effective, and efficient

- Managing the partnering process
- Partnering roles
- Delivering successful projects
- Managing the transition
- Keeping to the task
- Reporting, reviewing & revision

Day 4

Sustainable partnership in practice

- Sustaining partnerships
- Planning for the longer-term
- Securing greater engagement
- Building institutional capacity
- Defining successful partnering

Day 5

Effective communication and networking

- Forms and characteristics of communication
- Understanding your communication style
- The seven challenges of effective communication
- Strategic alliances and motives

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