



*Training Course:  
Strategic Partnerships*

*17 - 21 February 2025  
Cape Town (South Africa)  
DoubleTree by Hilton Cape Town - Upper Eastside*

## Training Course: Strategic Partnerships

Training Course code: LS234976 From: 17 - 21 February 2025 Venue: Cape Town (South Africa) - DoubleTree by Hilton Cape Town - Upper Eastside Training Course Fees: 5950 € Euro

### Introduction:

- Define strategic partnerships and their importance
- Discuss different types of strategic partnerships
- Review the benefits and challenges of strategic partnerships
- Explain how to identify potential strategic partners

### Objectives:

By the end of the training program, participants will be able to:

- Understand the concept and benefits of strategic partnerships
- Identify potential strategic partners
- Evaluate and negotiate strategic partnerships
- Implement and manage strategic partnerships
- Monitor and measure the success of strategic partnerships

### Target audience:

This training program is designed for business development professionals, sales and marketing executives, and anyone involved in building strategic partnerships.

### Outlines:

Day 1:

#### Introduction to Strategic Partnerships

- Understanding strategic partnerships: definition, types, and benefits
- Identifying potential strategic partners
- Mapping your organization's strengths and weaknesses

Day 2:

Evaluating and Negotiating Strategic Partnerships

- Evaluating potential strategic partners: criteria and metrics
- Developing a negotiation strategy
- Best practices for negotiating and closing strategic partnerships

Day 3:

Implementing and Managing Strategic Partnerships

- Key elements of a successful partnership agreement
- Designing and implementing a partnership plan
- Managing the partnership relationship: communication, collaboration, and conflict resolution

Day 4:

Measuring and Monitoring Strategic Partnerships

- Measuring the success of strategic partnerships: key performance indicators KPIs and metrics
- Conducting regular performance reviews
- Identifying and addressing partnership challenges

Day 5:

Case Studies and Wrap-up

- Reviewing real-world examples of successful strategic partnerships
- Discussing lessons learned and best practices
- Q&A and course evaluation

## Registration form on the Training Course: Strategic Partnerships

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....

Position: .....

Telephone / Mobile: .....

Personal E-Mail: .....

Official E-Mail: .....

### Company Information

Company Name: .....

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City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....

Position: .....

Telephone / Mobile: .....

Personal E-Mail: .....

Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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### Easy Ways To Register

Telephone:  
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