



*Training Course:
Strategic Partnerships*

*21 - 25 December 2026
Milan (Italy)*

Training Course: Strategic Partnerships

Training Course code: LS234976 From: 21 - 25 December 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € 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

Training Course code: LS234976 From: 21 - 25 December 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

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:
 Address:
 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
- Please invoice me
- Please invoice my company

Easy Ways To Register

Telephone:
+201095004484 to
provisionally reserve your
place.

Fax your completed
registration
form to: +20233379764

E-mail to us :
info@gh4t.com
or training@gh4t.com

Complete & return the
booking form with cheque
to: Global Horizon
3 Oudai street, Aldouki,
Giza, Giza Governorate,
Egypt.