

5 days

Public Private Partnerships (PPP) for Development

Cross sector collaboration

Public private partnerships are increasingly essential for companies, NGOs, governments as well as development agencies to achieve business and societal goals. This course helps you to overcome the challenges of creating these effective partnerships through addressing the different organisational drivers, values and cultures.

Why choose this course

This course is for those involved with, or planning to develop partnerships or collaboration among governments, INGOs and the private sector. It will help you understand different forms of partnerships in education, health and global supply chains and give you the opportunity to work with professionals in the development sector, to share experience and develop your practical skills.

What you will learn

You learn how to scope and build partnerships through to managing and evaluating progress as well as impact. This interactive course provides you with an understanding of the critical issues in the formation and management of partnerships. You apply your learning through case studies, exercises and role-plays which help build your practical skills.

“It is wonderful to find a course that offers professional trainers with extensive experience in the NGO and not-for-profit fields. IMA understands our unique needs and offers high quality, high impact training that supports our work, and ultimately beneficiaries.”

Marrakech Arbuckle, Qatar Foundation, Qatar

Course overview

Subject to change to reflect participants' needs.

Day 1

Learning what partnerships are and different forms of partnerships

- drivers, societal roles, mind-set and challenges of the public and private sector
- the current partnering landscape, assumptions and how these affect your organisation and way of working
- core principles of partnering.



Day 2

Strategic issues for partnerships

- make the case for partnering: what do you want to achieve and why?
- think of practical and resource implications
- understand partner's objectives and facilitate understanding of yours
- define the partnership structure.

Day 3

Set up and manage the partnership

Role-play to practice the skills of:

- building trust with key stakeholders
- navigating leadership and cultural issues
- negotiation – through interest-based negotiation understanding different partnership agreements
- managing risks.

Day 4

Working in a partnership environment

- understand the challenges of implementing partnerships' work
- field visit (where practical).

Day 5

Putting it all together

- measuring the social impact of a partnership
- review of the case study – learning and reflection
- the PPP cycle
- consolidate the learning with techniques and tools
- coaching for success
- action planning.

How long: 5 days

Cost: £2100

When and where:

Brussels, Belgium: 22-26 Feb 2016

Nairobi, Kenya: 7-11 Mar 2016

Brussels, Belgium: 26-30 Sep 2016

For course availability and booking deadlines see our website.

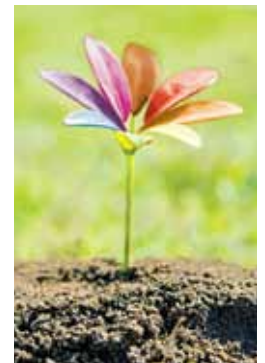
We also do PPP tailor-made training.



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“IMA delivered a very instrumental PPP course. I will revisit our partnership engagement in light of the tools, insights and experiences I got from the trainers.”

Assafa Hailu,
Care Ethiopia



Learning together
to make
a difference

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