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.

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**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  
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

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*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

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Book online at [imainternational.com](http://imainternational.com) or call +44 (0)1273 883030