Why partner?

Partnerships between the business, government, community and education sectors will be crucial to solving many of the issues we face today, but often these partnerships are between people in organisations and communities who have little knowledge or experience in working with other organisations, let alone those from another sector.

While people are now recognising the need to partner they are struggling with just how to do it effectively. In his recent book, *The Necessary Revolution*, Peter Senge when talking about issues such as carbon reduction, climate change, green energy and sustainability says:

*The imperative to collaborate across boundaries around such issues has been established. Now we just need to learn how to get better at it, quickly.*

_Peter Senge, The Necessary Revolution (2008)_

So just how do you partner effectively with other organisations and communities? How do you get started? How do you decide whether to continue? How do you manage the partnership? How do you achieve both yours and the other partner's outcomes?

This 2 day program is designed to take participants through the different stages of the partnering process and to look at the key success factors and actions that need to be addressed to get real outcomes.

What is in the program?

This 2 day program involves interactive discussion and presentation of partnering concepts, together with hands on exercises and a case study simulation to develop your partnering skills. Topics covered include:

- Why partner? An understanding of what partnerships are and the risks and benefits of this approach
- The DIXON Partnering Process - the stages of partnering and how to get results
- Creating a partnership - what to do in the early stages, including selling the concept internally and partnering agreements
- Developing a partnership - how to move the partnership forward including skills in interest based negotiation and partnership management
- Sustaining a partnership - how to review the partnership and keep things on track
- Tips and techniques for dealing with partnering issues as they arise
- Achieving balance - bringing it all together