

# Strategic Consulting and Implementation Consortium

*Superior strategies to managing People Systems Processes Products  
Projects Programmes Finances to deliver triple bottom-line*

## Development Consultants



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*Partnering to tackle the world's development problems!*

### About SCIC

We are a new generation development consulting company based in London. We undertake extensive research on social, environmental, economic and political development challenges in the mix. We undertake the crafting of integrated development strategies for implementation; and provide advice to governments, businesses and individuals focusing on needs and peculiarities of the customer. Our key drivers are high ethical values, quality and social enterprise.

## Entering and sustaining effective strategic alliances and partnerships

### Introduction

Organisations have various reasons to enter alliance with other organisations. Sometimes alliances may be between private businesses. Other times, it may be between private and public organisations. It may also be cross-border. While there may be obvious benefits in forging partnerships there are intra- and inter-organisational challenges which may be complicated by externalities and borders. This training provides important tools to determine whether you require partnership or alliance, which organisation to partner, how to successfully manage the relationship to achieve set objectives through various stages particularly in cross-border relationships, and the legal challenges that you may have to deal with. At Strategic Consulting and Implementation Consortium Ltd, we believe that the marketplace can accommodate organisations that aim at delivering value and that successful partnerships are important value supporting proposition.

### Objectives

This training has been designed to equip participants with the skills that they require to advice their organisation on whether they need alliances and the nature. The training provides guidance that officers in partnership-decision-positions need, to support and prepare their organisations undertake partnership engagement in order to achieve termed corporate objectives. The training will provide guidance on how to deal with the legal issues and whether your approach is alliance strategy or strategic alliance

### Who will benefit?

- Members of the legal team of organisations
- Managers involved in operations and strategy
- Senior executive officers
- Consultants interested in advising and negotiating partnerships and strategic alliances

## Expected benefits to participants

- How to identify need for alliances to achieve organizational objectives
- How to prepare your organisation for alliances
- Understand and apply proper perspectives to partnerships and alliances that is not parasitic by symbiotic
- How to identify suitable partners and conduct the engagement
- How to tackle the legal barriers in alliances and in particular, cross-border partnerships
- How to manage the alliance short to long term to achieve desired objectives
- How to improve capability and increase capacity of your organisation through successful alliances
- How to gain competitive advantage through alliances
- How to increase profitability working with partners

## Duration

3 days

## Location of Training

London, U.K.

The training can be conducted in-house on request.

## Training fee

Standard course fees would cover instructing, course materials, certificate of attendance, sightseeing and lunch. The course can however be organised as a packaged short training programme to include airport pickup, London city transportation and lodging.

**Individuals** – £1450.00 (standard fee)

Organisations sponsoring two or more person (10% discount) - £1305.00

### Travel

Participants are encouraged to make personal arrangements early. We are able to provide general advice where this may be required

For additional information please contact us:

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This course is promoted subject to our [terms and conditions](#).