



Consulting and Training | Reach New Heights

**Course Name**

# Developing Strategic Partnerships, Joint Ventures, and Consortia

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**Sector Name**

Management And Leadership

**Document Type**

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## Developing Strategic Partnerships, Joint Ventures, and Consortia

### Course Introduction

This Developing Strategic Partnerships, Joint Ventures, and Consortia training course focuses on how to proactively develop all the key components for either a Strategic Partnership [SP], Joint Venture [JV], or Consortium – completing a formal scenario analysis of each potential opportunity with a detailed plan for execution. When firms/organizations need to develop new functional capabilities to stay competitive, these require time, talent, and capital. Access to these resources can be achieved through an SP, JV, or Consortium with those who already have these requisite functionalities. Learn the comprehensive development and analysis process-flow and apply these to contemporary firms in several leading industries. Then do the same for your own firm/organization – while developing a detailed proactive rubric to screen and approach potential allies, negotiate the key contractual terms, lead the execution/launch, and monitor/assess a SP, JV, or Consortium.

### This BOOSTtraining course will highlight:

- ✓ Strategic mapping of external sectors, industries, markets, and segments
- ✓ Assessing your firm's functional capabilities alongside strategic needs and offerings

- ✓ Benefits and costs between: 1) strategic partnerships, 2) joint ventures, and 3) consortia
- ✓ How to approach another firm? How to respond if approached by another firm?
- ✓ Examining case examples of successful, poorly structured, and executed alliances
- ✓ Team projects to develop an alliance proposal for your firm/ organization

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## Developing Strategic Partnerships, Joint Ventures, and Consortia

### Target Audience

- ✓ Anyone looking to strategically leverage and enhance the value of company assets and resources
- ✓ Anyone looking to develop new revenue sources across product-services and markets
- ✓ Anyone looking to enhance strategic options for the shareholders/stakeholders
- ✓ R+D / Product Development Teams looking to enhance/broaden the scope/scale of the portfolio
- ✓ Business Development Professionals looking to proactively open up new opportunities

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## Developing Strategic Partnerships, Joint Ventures, and Consortia

### Learning Objectives

- ✓ Produce a strategic map of prospective allies and potential arrangements
- ✓ Analyze and rank-order “best” opportunities
- ✓ Design a compelling value proposition for a proposed arrangement
- ✓ Explain the benefits and costs of different deal-alliance structures
- ✓ Develop an execution plan for an arrangement, including monitoring and assessing success

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## Developing Strategic Partnerships, Joint Ventures, and Consortia

### Course Outline

#### ✓ **01 Day One**

##### **Key Facets and Structural Comparisons of SPs, JVs, and Consortia**

- ✓ Organizational, Functional, and Financial [OFF] Positions of those Involved
- ✓ Tangible [Quantitative] vs. Intangible [Qualitative] Product-Service Intellectual Property
- ✓ Legal Structures and Contractual Components
- ✓ Stand-Alone Projects vs. On-Going Processes
- ✓ Timelines and Schedules

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## Developing Strategic Partnerships, Joint Ventures, and Consortia

### Course Outline

#### ✓ 02 Day Two

##### **Resource Allocations: IP, Personnel, Capital, and Facilities**

- ✓ Product-Service Metrics
- ✓ Technological Complementarity
- ✓ Common and Diverse Platforms
- ✓ Common and Diverse Extensions
- ✓ Key Personnel Functions, Processes, and Deliveries
- ✓ Managerial Oversight
- ✓ Capital Access and Costs of Capital
- ✓ Facilities-Infrastructure: Development, Manufacturing, Distribution, Support

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## Developing Strategic Partnerships, Joint Ventures, and Consortia

### Course Outline

#### ✓ **03 Day Three**

##### **Mapping Firms / Organizations and Sectors / Industries / Markets / Segments**

- ✓ Product-Service Range
- ✓ Product-Service Reach
- ✓ Product-Service Life Cycles and User-Adoptions
- ✓ Marketing-Advertising-Promotion Infrastructure and The Selling Process
- ✓ Growth-Share and Market Stage Parameters [Boston Consulting Group, Arthur Little matrices]

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### Course Outline

#### ✓ **04 Day Four**

##### **Review, Analyze, Evaluate, and Advise on SPs, JVs, and Consortia**

- ✓ Deal Intent, Operational Logistics, and Strategic Objective
- ✓ Deal Structure, Organization, and Management
- ✓ Deal Terms, Schedule-Timing, and Benchmarking
- ✓ Capital Co-Investments: Debt vs. Equity
- ✓ Financial Remuneration: Royalties, Licensing, Revenue-Share, and Equity-Share
- ✓ Legal Issues & Intellectual Property

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## Developing Strategic Partnerships, Joint Ventures, and Consortia

### Course Outline

#### ✓ **05 Day Five**

##### **Developing Potential SPs, JVs, Consortia for Your Firm / Organization**

- ✓ External Sector, Industry, Market, Segment Overviews
- ✓ Product-Service-IP Mapping
- ✓ Value-Chain Vertical and Horizontal Integration Stages
- ✓ Market Analysis and Ansoff Matrix
- ✓ Legal and Country-Region Domicile Overview
- ✓ SP vs. JV vs. Consortium Pros and Cons
- ✓ Synergies and Complimentary vs. Diversification
- ✓ Proposed Structure, Terms, Remuneration, Timing

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## Developing Strategic Partnerships, Joint Ventures, and Consortia

### Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Sept. 7, 2026	Sept. 11, 2026	5 days	4950.00 \$	Netherlands , Amsterdam
Jan. 25, 2027	Jan. 29, 2027	5 days	4250.00 \$	UAE , Dubai
June 29, 2026	July 3, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
Dec. 28, 2026	Jan. 1, 2027	5 days	4250.00 \$	UAE , Dubai

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