MERCURY

Partnership Between Sectors and Strategic Institutions

23 – 27 August 2027
Rome (Italy)



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Ref: 121232_1023782 **Date:** 23 – 27 August 2027 **Location:** Rome (Italy) **Fees:** 7200 Euro

Introduction:

The Partnership Between Sectors and Strategic Institutions course explores the frameworks and strategies for building effective collaborations between public, private, and strategic institutions. Participants will understand how to align objectives, enhance mutual benefits, and navigate regulatory and operational challenges. The training emphasizes practical approaches to partnership development, risk management, and policy integration.

The Partnership Between Sectors and Strategic Institutions program addresses global trends, best practices, and innovative strategies for sustainable cooperation. Participants will gain tools to assess partnership opportunities and measure outcomes. The training combines theory with applied scenarios to strengthen decision-making and strategic planning skills.

Targeted Groups:

This Partnership Between Sectors and Strategic Institutions training targets professionals seeking specialized knowledge and skills:

- Government officials managing institutional collaborations.
- Corporate managers oversee strategic partnerships.
- Policy advisors in the public and private sectors.
- NGO leaders coordinating cross-sector projects.
- Consultants designing institutional engagement strategies.
- Project managers implementing collaborative initiatives.

Course Objectives:

Participants will achieve the following objectives by completing the Partnership Between Sectors and Strategic Institutions course:

- Understand key models of cross-sector collaboration.
- Identify opportunities for strategic partnerships.
- Analyze regulatory and operational challenges.
- Develop frameworks for sustainable collaboration.
- Enhance negotiation and communication strategies.
- Assess risks and create mitigation plans.
- Align institutional objectives for mutual benefit.
- Measure partnership outcomes effectively.
- Apply best practices in project and policy integration.

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Targeted Competencies:

Participants will gain the following competencies during the Partnership Between Sectors and Strategic Institutions program:

- Strategic analysis of institutional partnerships.
- Effective communication across sectors.
- Risk management and mitigation skills.
- Decision-making in complex collaborative projects.
- Policy and regulatory alignment expertise.
- Negotiation and stakeholder engagement skills.
- Project planning and implementation for partnerships.
- Monitoring and evaluating partnership performance.

Studying Scenarios:

In this Partnership Between Sectors and Strategic Institutions training, participants will develop their skills through the analysis of the following scenarios:

- Launching a joint initiative between the public and private sectors.
- Negotiating resource allocation in multi-institution projects.
- Managing conflicts between partner objectives.
- Aligning the strategic plans of NGOs and governmental institutions.
- Developing sustainable collaboration models.
- Evaluating partnership performance against KPIs.
- Integrating regulatory compliance in collaborative projects.

Course Content:

Unit 1: Foundations of Strategic Partnerships:

- Define cross-sector partnerships and key concepts.
- Explore the benefits of institutional collaboration.
- Identify different types of public-private partnerships.
- Understand global trends in strategic alliances.
- Examine the role of NGOs in collaborative frameworks.
- Discuss case studies of successful partnerships.
- Identify barriers to effective collaboration.

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Unit 2: Strategic Planning for Partnerships:

- Analyze institutional objectives and alignment.
- Develop a strategic framework for collaboration.
- Conduct stakeholder analysis and mapping.
- Set partnership goals and measurable outcomes.
- Apply SWOT and risk assessment tools.
- Identify long-term sustainability strategies.
- Plan communication and engagement processes.

Unit 3: Regulatory and Policy Considerations:

- Understand legal frameworks affecting partnerships.
- Identify regulatory risks and compliance measures.
- Develop strategies for policy alignment.
- Assess cross-border partnership challenges.
- Examine ethical considerations in collaborations.
- Evaluate government policies supporting partnerships.
- Discuss case studies of regulatory success and failure.

Unit 4: Negotiation and Relationship Management:

- Develop negotiation strategies for institutional partners.
- Apply conflict resolution techniques.
- Build trust and maintain strong partnerships.
- Enhance communication and engagement skills.
- Coordinate multi-institution project teams.
- Address challenges in stakeholder management.
- Monitor partnership progress and adjust strategies.

Unit 5: Monitoring, Evaluation, and Innovation:

- Design performance metrics for partnerships.
- Implement monitoring and reporting frameworks.
- Evaluate partnership outcomes and impact.
- Identify improvement opportunities and lessons learned.
- Explore innovative approaches in strategic collaboration.
- Use technology to support partnership efficiency.
- Plan for long-term growth and adaptation.

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Final Insights & Key Takeaways:

Strong partnerships between sectors and strategic institutions enhance efficiency, innovation, and sustainable development. Participants will leave equipped to plan, implement, and evaluate high-impact collaborations.