



## Strategic Alliances and Partnerships Training Course

16 - 20 Dec 2024  
Vienna (Austria)



# Strategic Alliances and Partnerships Training Course

**Ref.:** 15674\_320123 **Date:** 16 - 20 Dec 2024 **Location:** Vienna (Austria) **Fees:** 4900 **Euro**

## Introduction:

In today's interconnected business environment, strategic alliances and partnerships are crucial for achieving competitive advantage and driving innovation. Our Strategic Alliances and Partnerships Training Course will equip you with the knowledge and skills to build, manage, and sustain successful collaborations.

This Strategic Alliances and Partnerships course covers foundational concepts, including the benefits of alliances and partner selection criteria. It delves into advanced topics such as designing collaboration networks, managing partnerships, and resolving conflicts.

You'll learn how to leverage strategic alliances for growth and innovation through real-world case studies and practical exercises, making your organization more agile and competitive. Join us to master the art of strategic partnerships and unlock new opportunities for your business.

## Targeted Groups:

- Business Development Managers.
- Strategic Planning Professionals.
- Partnership Managers.
- Corporate Executives.
- Entrepreneurs and Startups.
- Alliance and Relationship Managers.
- Innovation Leaders.
- Project Managers.

## Course Objectives:

At the end of this course, the participants will be able to:

- Gain a comprehensive understanding of strategic alliances, joint ventures, and partnerships.
- Identify key criteria for selecting the most suitable partners.
- Utilize tools and frameworks for evaluating potential partners.
- Design and structure effective collaboration networks.
- Differentiate between business ecosystems, partnerships, and alliances.
- Build and manage dynamic business ecosystems for innovation.
- Develop robust management processes for fostering collaboration.
- Understand various governance models and organizational structures for alliances.
- Apply advanced negotiation strategies to create win-win outcomes.
- Resolve conflicts and build trust within partnerships.
- Implement strategic alliances with a focus on action planning and performance evaluation.
- Leverage alliances to explore new business opportunities and drive growth.

## Targeted Competencies:

- Strategic Planning and Analysis.
- Partner Selection and Evaluation.
- Collaboration Network Design.
- Ecosystem Management.
- Alliance Management and Governance.
- Negotiation Skills.
- Conflict Resolution.
- Innovation and Growth Strategies.

## Course Content:

### Unit 1: Introduction to Strategic Alliances and Partnerships:

- Overview of strategic alliances, joint ventures, and partnerships.
- Definition and key characteristics of each type of alliance.
- Historical evolution and current trends in strategic alliances.
- Importance of alliances in achieving business objectives.
- Impact of alliances on competitive advantage and market positioning.
- Case studies highlighting successful alliances in various industries.
- Analysis of factors contributing to the success of these alliances.

### Unit 2: Identifying and Selecting Partners:

- Criteria for evaluating potential partners.
- Assessing compatibility and strategic fit with potential partners.
- Analyzing the value and resources that potential partners bring.
- Tools and frameworks for effective partner selection.
- Techniques for conducting due diligence on potential partners.
- Methods for assessing risks and benefits of potential partnerships.
- Practical exercises in partner evaluation and selection.

### Unit 3: Designing Collaboration Networks:

- Introduction to collaboration networks and their importance.
- Types of collaboration networks and their applications.
- Benefits and drawbacks of various network structures.
- Costs associated with building and maintaining collaboration networks.
- Strategies for creating value within collaboration networks.
- Dynamics of network interactions and their impact on collaboration.
- Real-world examples of effective collaboration networks.

## **Unit 4: Structuring Effective Ecosystems:**

- Understanding the concept of business ecosystems.
- Differentiation between ecosystems, partnerships, and alliances.
- Strategies for designing and managing business ecosystems.
- Benefits of leveraging ecosystems for innovation and growth.
- Techniques for fostering ecosystem collaboration and integration.
- Case studies of successful business ecosystems in different sectors.
- Methods for evaluating and optimizing ecosystem performance.

## **Unit 5: Negotiation Techniques and Conflict Resolution:**

- Introduction to negotiation principles in partnerships and alliances.
- Key negotiation strategies for achieving win-win outcomes.
- Psychological aspects and tactics in negotiation.
- Role-playing exercises to practice negotiation skills.
- Common sources of conflict in strategic alliances.
- Techniques for resolving disputes and managing conflicts.
- Building trust and maintaining positive relationships during conflicts.
- Analysis of case studies on conflict management and resolution.



**Registration form on the :  
Strategic Alliances and Partnerships Training Course**

**code:** 15674 **From:** 16 - 20 Dec 2024 **Venue:** Vienna (Austria) **Fees:** 4900 **Euro**

Complete & Mail or fax to Mercury Training Center at the address given below

**Delegate Information**

Full Name (Mr / Ms / Dr / Eng):  
.....  
Position:  
.....  
Telephone / Mobile:  
.....  
Personal E-Mail:  
.....  
Official E-Mail:  
.....

**Company Information**

Company Name:  
.....  
Address:  
.....  
City / Country:  
.....

**Person Responsible for Training and Development**

Full Name (Mr / Ms / Dr / Eng):  
.....  
Position:  
.....  
Telephone / Mobile:  
.....  
Personal E-Mail:  
.....  
Official E-Mail:  
.....

**Payment Method**

- Please invoice me
- Please invoice my company