

Creating & Managing Successful Partnerships

Objective

A one day seminar for public sector managers involved in the development and delivery of all types of partnership working.

Content

Introduction

- The drivers for partnership in public sector delivery
- Understanding the difference between partnership and traditional supplier models
- Barriers to achieving successful partnerships
- Participation v partnership

A Model for a successful partnership

- Creating and communicating the shared vision
- Developing appropriate partnership values

Developing the partnership framework

- The need for a legal framework
 - Partnership concordat
 - Partnership agreement
 - Partnership contract
- Key elements in the partnership framework

Managing a Successful Partnership

- The benefits of the partnership board
- Options for Funding the partnership
- Identifying and managing risk
- Managing project delivery

Partnership Performance Management

- Performance Assessment and measurement
- Continuous improvement – the Performance Pyramid

Expanding a Successful Partnership

- Considering options for partnership expansion
- Adapting the partnership for additional projects

Conclusions & Questions

Format

This is an interactive session that includes presentation, discussion, practical examples and case studies. All delegates will receive a comprehensive delegate handbook and supporting CD.

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