

# Building Skills for Successful Partnerships



## *What's it for?*

A two-day course to enable you better **to take action to improve how your partnership works to deliver results.**

## *Who's it for?*

You'll be in a **managerial position** in a public, voluntary or private sector organisation.

Your **role** may cover setting policy, determining strategy and/ or delivering action plans in partnerships.

You may have experienced **frustrations** in getting your partnership to work effectively, or be seeing just how hard partnership working can be.

## *What's it about?*

The course will introduce and practise essential skills and techniques to help *make your partnerships more successful*

## *What's it going to cover?*

In the two days we'll cover:

- *Know thyself and thy partners* – gaining insights into how you, and your partners respond and react in partnership situations, and how good the team mix is
- *Investigative & challenging skills* – the role of questions, influence of Socrates, and how to get the most from them
- *Communication* – individual styles, partnership cultures, and seeing how to uncross crossed wires
- *Influencing/ negotiation skills* – making things happening in situations where you may not be *in control*
- *Building consensus* – how to get everyone to a position to say “yes” to *something*
- *Leadership* – what makes for effective leadership in partnership that deliver, why Machiavelli had a point, what your own partnership's leadership qualities are
- *Project management* – focusing on SMART targets, dealing with risk and delivering to time and constraints
- *How to “unstick” partnerships* – making use of newly developed skills to help get people and partnerships out of the mire, and enable partnership momentum to flow again
- *Building the evidence base* – your contribution to Makesfive's “Instant Action Research” into the quality of partnership working

## *Learning from each other*

You'll also have the chance to bring issues, problems and scenarios from your own partnerships and **share problems and solutions with colleagues.** The development of the participant group as an *action learning set* under Chatham House Rule will be a key component of the whole course