

**Objective:** To develop a practical capacity for partnership work in a business environment

**Key Competences:** Establishing, working in and managing partnerships

**Indicative Needs / Tasks:** Using partnership work to improve cooperation, trust and efficiency in the workplace and with key stakeholders

**Target Group:** All levels of business where cooperation is required

**Outcomes:** Upon completion of the training each person will be able to:

- understand what partnership work can and cannot achieve
- align partnership activities to business goals
- plan and manage time, people and resources more effectively
- devolve responsibility within a partnership
- apply skills to decision-making and problem-solving
- prepare action plans to structure and direct partnership work

### **Indicative Content:**

Function of partnerships

Mapping the terms of reference for partnership work

Deciding the approach in partnership work

Encouraging and motivating the participation of stakeholders

Supporting & resourcing partnership work

Monitoring & reviewing the progress of partnership work

**Duration:** 8 hours

**Language:** English, Hungarian

**Keywords:** Partnerships, team building, team working, cooperation

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