



Management And Leadership

Developing Strategic Partnerships, Joint Ventures, and Consortia

Course Introduction

This Developing Strategic Partnerships, Joint Ventures, and Consortia training course focuses on how to proactively develop all the key components for either a Strategic Partnership [SP], Joint Venture [JV], or Consortium – completing a formal scenario analysis of each potential opportunity with a detailed plan for execution. When firms / organizations need to develop new functional capabilities to stay competitive, these require time, talent, and capital. Access to these resources can be achieved through a SP, JV, or Consortium with those who already have these requisite functionalities. Learn the comprehensive development and analysis process-flow and apply these to contemporary firms in several leading industries. Then do the same for your own firm / organization – while developing a detailed proactive rubric to screen and approach potential allies, negotiate the key contractual terms, lead the execution / launch, and monitor-assess a SP, JV, or Consortium.

This BOOSTtraining course will highlight:

- Strategic mapping of external sectors, industries, markets, and segments
- Assessing your firm's functional capabilities alongside strategic needs and offerings
- Benefits and costs between: 1) strategic partnerships, 2) joint ventures, and 3) consortia
- How to approach another firm? How to respond if approached by another firm?
- Examining case examples of successful and poorly structured-executed alliances
- Team projects to develop an alliance proposal for your firm / organization

Target Audience

- Anyone looking to strategically leverage and enhance the value of company assets and resources
- Anyone looking to develop new revenue sources across product-services and markets
- Anyone looking to enhance strategic options for the shareholders / stakeholders
- R+D / Product Development Teams looking to enhance / broaden the scope / scale of the portfolio
- Business Development Professionals looking to proactively open up new opportunities

Learning Objectives

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

- Produce a strategic map of prospective allies and potential arrangements
- Analyze and rank-order “best” opportunities
- Design a compelling value proposition for a proposed arrangement
- Explain the benefits and costs of different deal-alliance structures
- Develop an execution plan for an arrangement, including monitoring-assessing success

Course Outline

• 01 Day One

Key Facets and Structural Comparisons of SPs, JVs, and Consortia

- Organizational, Functional, and Financial [OFF] Positions of those Involved
- Tangible [Quantitative] vs. Intangible [Qualitative] Product-Service Intellectual Property
- Legal Structures and Contractual Components
- Stand-Alone Projects vs. On-Going Processes
- Timelines and Schedules

• 02 Day Two

Resource Allocations: IP, Personnel, Capital, and Facilities

- Product-Service Metrics
- Technological Complementarity
- Common and Diverse Platforms
- Common and Diverse Extensions
- Key Personnel Functions, Processes, and Deliveries
- Managerial Oversight
- Capital Access and Costs of Capital
- Facilities-Infrastructure: Development, Manufacturing, Distribution, Support

• 03 Day Three

Mapping Firms / Organizations and Sectors / Industries / Markets / Segments

- Product-Service Range
 - Product-Service Reach
 - Product-Service Life Cycles and User-Adoptions
 - Marketing-Advertising-Promotion Infrastructure and The Selling Process
 - Growth-Share and Market Stage Parameters [Boston Consulting Group, Arthur Little matrices]
- **04 Day Four**

Review, Analyze, Evaluate, and Advise on SPs, JVs, and Consortia

- Deal Intent, Operational Logistics, and Strategic Objective
 - Deal Structure, Organization, and Management
 - Deal Terms, Schedule-Timing, and Benchmarking
 - Capital Co-Investments: Debt vs. Equity
 - Financial Remuneration: Royalties, Licensing, Revenue-Share, and Equity-Share
 - Legal Issues & Intellectual Property
- **05 Day Five**

Developing Potential SPs, JVs, Consortia for Your Firm / Organization

- External Sector, Industry, Market, Segment Overviews
- Product-Service-IP Mapping
- Value-Chain Vertical and Horizontal Integration Stages
- Market Analysis and Ansoff Matrix
- Legal and Country-Region Domicile Overview
- SP vs. JV vs. Consortium Pros and Cons
- Synergies and Complimentary vs. Diversification
- Proposed Structure, Terms, Remuneration, Timing

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 27, 2025	5 days	4250.00 \$	UAE - Abu Dhabi

FROM	TO	DURATION	FEES	LOCATION
Aug. 10, 2025	Aug. 14, 2025	5 days	2150.00 \$	Virtual - Online
Sept. 1, 2025	Sept. 5, 2025	5 days	4950.00 \$	Azerbaijan - Baku
Dec. 22, 2025	Dec. 26, 2025	5 days	4250.00 \$	UAE - Dubai