DEVELOPING STRATEGIC PARTNERSHIPS, JOINT VENTURES AND CONSORTIA



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TRAINING CENTER

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Introduction

Developing Strategic Partnerships, Joint Ventures and Consortia Training Course builds the strategic and structural capability that executives, business developers, and legal advisors need to build alliances that deliver. Partnerships, joint ventures, and consortia each solve a different problem. Partnerships extend reach, joint ventures combine capital and capability, and consortia win work no single party could deliver alone. Each structure also carries its own failure points: misaligned objectives, weak governance, and unclear exit rights. This course develops the discipline that prevents those failures. It covers partner selection, structure design, and negotiation. Furthermore, it applies governance, risk sharing, and performance monitoring. In addition, it develops exit, dispute resolution, and value realisation. As a result, participants build alliances that hold together.

Developing Strategic Partnerships, Joint Ventures and Consortia Course Objectives

- Explain partnership, joint venture, and consortium models and their uses.
- Assess strategic fit, capability gaps, and partner selection criteria.
- Apply due diligence frameworks to potential partners.
- Design governance structures, boards, and decision rights.
- Apply equity and contractual structuring options.
- Negotiate objectives, contribution terms, and profit sharing.
- Allocate risk, liability, and control between partners.
- Apply shareholder agreements, consortium agreements, and term sheets.
- Monitor partnership performance using KPIs and review routines.
- Manage exits, disputes, and value realisation.

Course Methodology

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- Interactive lectures with real alliance and joint venture cases.
- Partner assessment and due diligence workshops.
- Structuring, governance, and negotiation exercises.
- Performance monitoring and exit planning practice.
- Structured peer review with facilitator feedback on deal structures.

Who Should Take This Course

- Business development and strategy executives.
- Corporate lawyers and contract advisors.
- Finance and investment professionals in alliances.
- Project directors managing joint ventures.
- Procurement and commercial managers.
- Consultants advising on partnership formation.

Developing Strategic Partnerships, Joint Ventures and Consortia Course Outlines

Day 1: Strategic Foundations and Partner Selection

- Partnership, joint venture, and consortium definitions and uses.
- Strategic rationale and make-or-buy-or-partner analysis.
- Capability gap analysis and complementarity assessment.
- Partner screening, culture fit, and reputation review.
- Due diligence frameworks and red flag identification.
- Preliminary discussions, non-disclosure agreements, and term sheets.
- Case study: assessing strategic fit for a prospective partnership.

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Day 2: Structuring Options and Legal Frameworks

- Equity joint ventures versus contractual alliances.
- Incorporated and unincorporated joint venture structures.
- Consortium agreements and bidding consortium formation.
- Special purpose vehicle design and capital contribution.
- Shareholder agreements, key clauses, and reserved matters.
- Deadlock provisions, pre-emption rights, and transfer restrictions.
- Workshop: designing a joint venture structure and shareholder agreement outline.

Day 3: Negotiation, Risk Allocation, and Governance

- Negotiation preparation, interests, and BATNA analysis.
- Profit sharing, contribution valuation, and funding commitments.
- Risk allocation: liability, warranty, and indemnity design.
- Governance design: boards, committees, and decision rights.
- Control mechanisms and minority protection provisions.
- Dispute resolution clauses and escalation routes.
- Workshop: negotiating a risk allocation and governance package.

Day 4: Operational Management and Performance

- Mobilisation planning and joint venture launch.
- Operating model, staffing, and secondment arrangements.
- Interface management between partners and parent organisations.
- Joint venture financial reporting and accounting treatment.
- KPI frameworks and partnership performance scorecards.

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- Review routines, board reporting, and corrective action.
- Workshop: building a partnership performance scorecard.

Day 5: Exits, Disputes, and Value Realisation

- Exit triggers and termination rights design.
- Buy-out, put and call options, and valuation mechanisms.
- Decommissioning and asset disposal in consortia.
- Dispute resolution: mediation, arbitration, and expert determination.
- Lessons learned and partnership failure diagnostics.
- Value realisation planning and post-transaction review.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Developing Strategic Partnerships, Joint Ventures and Consortia, participants will gain a thorough understanding of strategic partnership models and partner selection, structuring options and legal frameworks, negotiation and risk allocation, operational management and performance monitoring, and exits, disputes and value realisation. They will also acquire practical skills in strategic partner selection and due diligence, joint venture and consortium structuring, partnership negotiation and risk allocation, and partnership governance, performance monitoring and exit management. In addition, the course prepares them to form and run alliances with clear structure and managed risk. Gentex Training Center delivers this programme with a strong focus on applied deal structuring and governance design.

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FAQs for Developing Strategic Partnerships, Joint Ventures and Consortia course

Q1 What is the "Developing Strategic Partnerships, Joint Ventures and Consortia" course about?

It is a five-day programme on building and running alliance structures. It covers partner selection and due diligence, structuring options and legal frameworks, negotiation and risk allocation, operational management and performance monitoring, and exits, disputes and value realisation.

Q2 What are the key benefits of the "Developing Strategic Partnerships, Joint Ventures and Consortia" course?

Participants form alliances with clearer structure and fewer disputes. The course improves strategic fit assessment and due diligence quality, sharpens structure selection and shareholder agreement drafting, strengthens negotiation and risk allocation, improves governance and decision rights design, and raises performance monitoring and exit planning readiness.

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Q3 What skills will I gain from the "Developing Strategic Partnerships, Joint Ventures and Consortia" course?

Participants gain strategic partner selection and due diligence, joint venture and consortium structuring, partnership negotiation and risk allocation, and partnership governance, performance monitoring and exit management. These four skills cover the practical core of alliance development work.

Q4 What tools, methods, or standards are covered in the "Developing Strategic Partnerships, Joint Ventures and Consortia" course?

The course covers strategic rationale analysis, make-or-buy-or-partner assessment, capability gap and complementarity analysis, partner screening and culture fit review, due diligence frameworks, non-disclosure agreements and term sheets, equity joint ventures and contractual alliances, incorporated and unincorporated structures, consortium agreements and bidding consortium formation, special purpose vehicle design, shareholder agreements and reserved matters, deadlock provisions, pre-emption rights and transfer restrictions, BATNA-based negotiation preparation, profit sharing and contribution valuation, liability, warranty and indemnity design, governance design with boards, committees and decision rights, minority protection provisions, dispute resolution clauses and escalation routes, mobilisation planning, operating model and secondment design, interface management, joint venture financial reporting and accounting treatment, KPI frameworks and partnership scorecards, review and board reporting routines, exit triggers and termination rights, buy-out and option mechanisms, mediation, arbitration and expert determination, partnership failure diagnostics, and post-transaction review.

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Q5 How is the "Developing Strategic Partnerships, Joint Ventures and Consortia" course applied in real-world practice?

Participants apply the methods to real and simulated alliance situations. They assess strategic fit and capability gaps, run partner due diligence, choose between equity and contractual structures, draft shareholder and consortium agreement outlines, negotiate contribution and profit-sharing terms, allocate risk and liability, design governance and decision rights, prepare mobilisation and operating models, build performance scorecards, plan exit routes, and structure dispute resolution. Many leave with a partner assessment framework, a joint venture structuring template, and a partnership performance scorecard ready to use.