EVALUATING COLLABORATIVE DEVELOPMENT OPPORTUNITIES



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Introduction

Evaluating Collaborative Development Opportunities Training Course builds the appraisal capability that strategy, development, and investment professionals need to judge joint initiatives before committing resources. Collaborative development covers joint ventures, co-development agreements, consortium projects, and public-private partnerships. Each shares cost and risk, and each also shares control. Weak evaluation there produces partnerships that stall at the first disagreement, projects that never deliver the promised capability, and value that leaks to the wrong party. This course develops the discipline that prevents those outcomes. It covers opportunity screening, feasibility assessment, and partner evaluation. Furthermore, it applies option analysis, risk sharing, and commercial modelling. In addition, it develops governance, decision gates, and benefits tracking. As a result, participants evaluate collaborative opportunities with rigour.

Evaluating Collaborative Development Opportunities Course Objectives

- Explain collaborative development models and their commercial logic.
- Apply opportunity screening and strategic fit criteria.
- Conduct feasibility assessment and option analysis.
- Apply due diligence to partners and counterparties.
- Structure governance, control, and decision rights.
- Apply risk sharing, liability, and reward allocation models.
- Build commercial models and business cases for collaboration.
- Compare collaborative options against in-house delivery.
- Appraise collaboration value using NPV and risk-adjusted returns.
- Establish decision gates, KPIs, and benefits tracking.

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Course Methodology

- Interactive lectures with real collaboration and joint development cases.
- Opportunity screening and feasibility workshops.
- Partner evaluation and structuring exercises.
- Commercial modelling, decision gate, and benefits practice.
- Structured peer review with facilitator feedback on evaluation cases.

Who Should Take This Course

- Strategy and corporate development professionals.
- Investment and M&A analysts.
- Partnership and alliance managers.
- Project and programme directors.
- Legal and commercial advisors.
- Public sector PPP and development officials.

Evaluating Collaborative Development Opportunities Course Outlines

Day 1: Collaborative Models and Opportunity Screening

- Collaborative models: joint ventures, co-development, consortia.
- Public-private partnerships and concession structures.
- Strategic rationale and make-partner-or-build analysis.
- Opportunity screening criteria and strategic fit.
- Capability gap and complementarity assessment.

- Preliminary feasibility and red flag identification.
- Case study: screening a collaborative development opportunity.

Day 2: Feasibility Assessment and Option Analysis

- Feasibility study components and scoping.
- Technical, commercial, and financial feasibility.
- Option identification and comparative assessment.
- Cost-benefit analysis and value for money testing.
- Base case design and incremental analysis.
- Scenario and sensitivity analysis of options.
- Workshop: conducting a feasibility assessment across options.

Day 3: Partner Evaluation and Structuring

- Partner identification and longlist to shortlist process.
- Due diligence: financial, legal, and integrity review.
- Capability, capacity, and track record assessment.
- Equity versus contractual collaboration structures.
- Governance design, boards, and decision rights.
- Deadlock, exit, and termination provisions.
- Workshop: evaluating partners and designing a structure.

Day 4: Commercial Modelling and Risk Allocation

- Commercial model design and revenue sharing.
- Cost sharing, funding commitments, and capital calls.
- Risk identification and allocation between parties.

- Risk-adjusted return and NPV appraisal.
- Value for money and public sector comparator analysis.
- Contractual protections and performance incentives.
- Workshop: building a commercial model for a collaboration.

Day 5: Decision Gates, Delivery, and Benefits

- Stage-gate approval and investment committee processes.
- Evaluation report structure and recommendation writing.
- Mobilisation planning and governance launch.
- Performance monitoring, KPIs, and review routines.
- Benefits tracking and value realisation review.
- Lessons learned and re-evaluation triggers.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Evaluating Collaborative Development Opportunities, participants will gain a thorough understanding of collaborative models and opportunity screening, feasibility assessment and option analysis, partner evaluation and structuring, commercial modelling and risk allocation, and decision gates, delivery and benefits. They will also acquire practical skills in collaborative opportunity screening and strategic fit assessment, feasibility assessment and option analysis, partner due diligence and collaboration structuring, and commercial modelling, risk allocation and benefits tracking. In addition, the course prepares them to appraise collaborative ventures with transparent logic and defensible recommendations. Gentex Training Center delivers this programme with a strong focus on applied appraisal practice and decision-ready evaluation reports.

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FAQs for Evaluating Collaborative Development Opportunities course

Q1 What is the "Evaluating Collaborative Development Opportunities" course about?

It is a five-day programme on appraising joint initiatives before committing resources. It covers collaborative models and opportunity screening, feasibility assessment and option analysis, partner evaluation and structuring, commercial modelling and risk allocation, and decision gates, delivery and benefits.

Q2 What are the key benefits of the "Evaluating Collaborative Development Opportunities" course?

Participants appraise collaborations with clearer structure and fewer surprises. The course improves opportunity screening and strategic fit assessment, sharpens feasibility and option comparison, strengthens partner due diligence, improves commercial modelling and risk allocation, and raises decision gate and benefits tracking quality.

Q3 What skills will I gain from the "Evaluating Collaborative Development Opportunities" course?

Participants gain collaborative opportunity screening and strategic fit assessment, feasibility assessment and option analysis, partner due diligence and collaboration structuring, and commercial modelling, risk allocation and benefits tracking. These four skills cover the practical core of this work.

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Q4 What tools, methods, or standards are covered in the "Evaluating Collaborative Development Opportunities" course?

The course covers joint venture, co-development and consortium models, public-private partnership and concession structures, make-partner-or-build analysis, opportunity screening criteria and strategic fit assessment, capability gap and complementarity analysis, feasibility study scoping and components, technical, commercial and financial feasibility assessment, option identification and comparative assessment, cost-benefit analysis and value for money testing, base case design and incremental analysis, scenario and sensitivity analysis, partner identification and shortlisting, financial, legal and integrity due diligence, capability and track record assessment, equity versus contractual structures, governance design with boards and decision rights, deadlock, exit and termination provisions, commercial model design and revenue sharing, cost sharing, funding commitments and capital calls, risk identification and allocation, risk-adjusted return and NPV appraisal, value for money and public sector comparator analysis, contractual protections and performance incentives, stage-gate approval and investment committee processes, evaluation report structure and recommendation writing, mobilisation planning, performance monitoring and KPI frameworks, benefits tracking and value realisation review, and re-evaluation triggers.

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Q5 How is the "Evaluating Collaborative Development Opportunities" course applied in real-world practice?

Participants apply the methods to real and simulated opportunities. They screen collaboration candidates against strategic fit criteria, run feasibility studies across options, complete financial, legal and integrity due diligence on partners, design governance and decision rights, allocate risk and reward between parties, build commercial models and business cases, calculate risk-adjusted returns and value for money, prepare evaluation reports for investment committees, plan mobilisation, and set KPIs and benefits tracking. Many leave with an opportunity screening framework, a commercial modelling template, and a decision gate and benefits tracking structure ready to use.