MANAGING COLLABORATIVE DEVELOPMENT



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TRAINING CENTER

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Introduction

Managing Collaborative Development examines how organizations work with suppliers, partners, and internal teams to co-develop products, services, and capabilities that neither side could deliver alone. This Training Course covers co-development models, governance structures, and intellectual property handling. Participants study Stage-Gate and Agile-Stage-Gate, the Toyota supplier development model, the Vested outsourcing framework, joint business planning, and collaborative risk registers. Furthermore, the programme connects relationship design to delivery through co-development labs, governance workshops, and collaboration simulations. As a result, delegates leave able to run joint development that delivers on time and keeps both parties committed.

Managing Collaborative Development Course Objectives

- Define collaborative development and distinguish it from outsourcing.
- Select co-development models fit for the product and relationship.
- Design governance structures and joint decision rights.
- Establish joint business plans and shared success measures.
- Manage intellectual property, confidentiality, and data sharing.
- Build collaborative risk registers and joint mitigation plans.
- Run stage-gate and agile co-development routines.
- Manage change, escalation, and conflict constructively.
- Measure collaboration performance and relationship health.
- Scale successful co-development into long-term partnership.

Course Methodology

- Interactive workshops using real co-development and partnership files.

- Co-development model selection and governance design labs.
- Joint business plan and shared measure development exercises.
- Intellectual property and data-sharing workshops.
- Collaboration simulation with coached feedback.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Supplier development and relationship managers.
- Procurement and category managers.
- Product, R&D, and engineering managers.
- Programme and project managers on joint ventures.
- Legal and IP advisors on collaboration agreements.
- Commercial and alliance managers.
- Consultants advising on collaborative innovation.

Managing Collaborative Development Course Outlines

Day 1: Collaborative Development Foundations

- Defining collaborative development and its strategic purpose.
- Distinguishing co-development from outsourcing and supply.
- Co-development models: joint venture, alliance, and supplier partnership.
- Strategic fit and partner selection criteria.
- Trust, reciprocity, and relationship foundations.
- Ethics, integrity, and conflict-of-interest controls.
- Building the collaboration framework and business case.

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Day 2: Partner Selection and Agreement Design

- Partner capability and compatibility assessment.
- Due diligence, financial health, and cultural fit.
- Agreement structures: development agreements and consortia.
- Intellectual property ownership and licensing terms.
- Confidentiality, data sharing, and security provisions.
- Liability, warranties, and dispute resolution clauses.
- Exit, termination, and knowledge transfer provisions.

Day 3: Governance and Joint Planning

- Governance structures and steering committees.
- Joint decision rights and escalation paths.
- Joint business plans and shared objectives.
- Shared success measures and gain-sharing models.
- Resource commitment and interface management.
- Communication protocols and meeting cadence.
- Documentation and record-keeping practice.

Day 4: Execution and Risk Management

- Stage-Gate and Agile-Stage-Gate co-development routines.
- Joint milestone planning and delivery tracking.
- Collaborative risk registers and joint mitigation.
- Change control across organisations.
- Conflict management and dispute avoidance.

- Performance reviews and corrective action.
- Managing multiple partners and consortia complexity.

Day 5: Performance, Scaling, and Partnership Growth

- Collaboration performance KPIs and health indicators.
- Benefits realisation and value tracking.
- Scaling pilots into full programmes.
- Relationship lifecycle and renewal planning.
- Knowledge management and lessons learned.
- Continuous improvement in collaboration practice.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Managing Collaborative Development, participants will have acquired a practical command of co-development models, partner selection, agreement design, governance, and joint execution. They will know how to structure collaboration so both sides commit resources and stay accountable, protect intellectual property properly, and manage joint risk without disputes. In addition, the course prepares delegates to measure collaboration value and scale success into lasting partnership. As a result, they return to work ready to lead collaborative development with structure and trust. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

FAQs for the Managing Collaborative Development course

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Q1 What is the "Managing Collaborative Development" course about?

It is a five-day programme that explains how organizations co-develop products and capabilities with partners and suppliers. It covers co-development models, partner selection, agreement and IP design, joint governance, execution routines, collaborative risk management, and performance measurement.

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

Participants gain the ability to select the right co-development model, structure agreements that protect intellectual property, and set up governance where both sides commit and stay accountable. They also learn to manage joint risk, resolve conflict early, and measure whether collaboration actually delivered value.

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

Co-development model selection with partner assessment, agreement and IP design with confidentiality and liability structuring, joint governance design with decision rights and shared measures, and collaborative execution with risk management and performance measurement.

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

The course covers co-development versus outsourcing distinction, joint venture, alliance and supplier partnership models, strategic fit and partner selection criteria, partner capability and compatibility assessment, due diligence, financial health and cultural fit analysis, development agreement and consortium structures, intellectual property ownership and licensing terms, confidentiality, data sharing and security provisions, liability, warranty and dispute resolution clauses, exit, termination and knowledge transfer provisions, governance structures and steering committee design, joint decision rights and escalation path design, joint business planning methods, shared success measure and gain-sharing model design, resource commitment and interface management, communication protocol and meeting cadence design, Stage-Gate and Agile-Stage-Gate co-development routines, joint milestone planning and delivery tracking, collaborative risk register and joint mitigation planning, cross-organisational change control, conflict management and dispute avoidance techniques, performance review and corrective action procedures, multi-partner and consortium management methods, collaboration performance KPI and relationship health indicator design, benefits realisation and value tracking, scaling methods from pilot to programme, relationship lifecycle and renewal planning, and knowledge management and lessons learned practice.

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

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Delegates apply it through partner assessment reports, co-development business cases, development agreements, IP and licensing schedules, confidentiality agreements, governance terms of reference, joint business plans, shared objective sets, gain-sharing schedules, risk registers, milestone plans, change control procedures, performance review packs, collaboration KPI dashboards, scaling plans, and lessons learned reports. They also use it to brief steering committees and executive sponsors on collaboration progress.