

PARTNERSHIPS FOR NON- PROFIT ORGANIZATIONS



GENTEX[®]
TRAINING CENTER



Step 1 Classification

Category: Business & Management Excellence Courses Subcategory: Leadership & Management Training Courses Next-best alternative: Business & Management Excellence Entrepreneurship & Innovation Training Courses

Partnerships for Non-Profit Organizations Course

Introduction

Non-profit organizations rarely achieve scale alone. Partnerships with corporates, government bodies, foundations, and peer organizations extend reach, resources, and credibility. The Partnerships for Non-Profit Organizations Course gives leaders a structured way to find, build, and manage those relationships. Participants learn how to map potential partners, design shared value propositions, negotiate partnership agreements, and measure impact honestly. Furthermore, the course covers corporate social responsibility (CSR) alignment, grant partnerships, and consortium working. As a result, delegates leave able to move from short-term donor relationships to durable partnerships that serve the mission.

Partnerships for Non-Profit Organizations Course Objectives

- Map the partnership landscape across corporates, foundations, government, and peers.
- Build shared value propositions that align mission goals with partner interests.
- Apply the Theory of Change and logical framework (logframe) to define partnership outcomes.
- Design partnership models including CSR collaboration, co-funding, and consortium delivery.

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- Negotiate partnership agreements and memoranda of understanding (MoUs).
- Apply stakeholder mapping and power-interest analysis to partner selection.
- Build partnership governance with clear roles, decision rights, and reporting.
- Manage partnership risk, reputational exposure, and compliance requirements.
- Measure partnership impact using social return on investment (SROI) and outcome indicators.
- Sustain partnerships through communication, review cycles, and renewal planning.

Course Methodology

- Interactive workshops led by non-profit partnership and development practitioners.
- Case studies of successful and failed partnerships in the sector.
- Group exercises using Theory of Change and logframe design tools.
- Role-play of partner meetings, negotiations, and difficult reviews.
- Simulation of a multi-partner consortium and its governance.
- Peer exchange on real partnership challenges.
- Capstone project: presenting a partnership strategy for a selected organisation.

Who Should Take This Course

- Non-profit executives and programme directors.
- Partnership and resource mobilisation managers.
- Fundraising and donor relations professionals.
- Programme and project managers implementing with partners.
- CSR and sustainability officers in the private sector.
- Development and humanitarian sector coordinators.





Partnerships for Non-Profit Organizations Course Outlines

Day 1: The Partnership Landscape for Non-Profits

- Types of partners: corporates, foundations, government, and peers.
- Strategic versus transactional partnerships.
- Shared value and mutual benefit principles.
- Sector trends: CSR, ESG, and blended finance.
- Assessing organisational readiness to partner.
- Building a partnership value proposition.
- Exercise: mapping potential partners and their interests.

Day 2: Design, Theory of Change, and Shared Outcomes

- Applying the Theory of Change to partnership design.
- Logical framework (logframe) and outcome indicators.
- Defining joint objectives and success measures.
- Designing partnership models: co-funding, co-delivery, and consortium.
- Budgeting and resource contribution structures.
- Aligning partner brand and mission expectations.
- Workshop: building a partnership design canvas.

Day 3: Negotiation, Agreements, and Governance

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- Preparing to negotiate with corporate and institutional partners.
- Structuring memoranda of understanding (MoUs) and partnership agreements.
- Roles, decision rights, and governance structures.
- Financial management, reporting, and audit requirements.
- Intellectual property, data, and brand usage terms.
- Managing power imbalances between partners.
- Role-play: negotiating a partnership agreement.

Day 4: Risk, Compliance, and Ethical Partnerships

- Partnership risk assessment and mitigation planning.
- Reputational risk and partner screening due diligence.
- Anti-fraud, anti-corruption, and safeguarding standards.
- Donor compliance and grant conditions.
- Managing conflict and exit from failing partnerships.
- Ethical considerations in corporate partnerships.
- Case exercise: reviewing a partnership due diligence file.

Day 5: Measuring Impact and Sustaining Partnerships

- Impact measurement frameworks and social return on investment (SROI).
- Outcome harvesting and contribution analysis.
- Reporting impact credibly to partners and donors.
- Partnership review cycles and performance dialogue.
- Communication and stakeholder engagement plans.
- Renewal, scaling, and succession planning.
- Capstone project: presenting a partnership strategy.





Conclusion

By successfully completing Partnerships for Non-Profit Organizations, participants will have acquired practical knowledge of partnership mapping, shared value design, negotiation, governance, risk management, and impact measurement. They will understand how to build relationships that align mission goals with partner interests and how to demonstrate credible results. In addition, they will gain confidence in managing complex multi-partner arrangements. Gentex Training Center builds this programme around real sector practice, so delegates return ready to strengthen funding, reach, and mission delivery.

FAQs for the Partnerships for Non-Profit Organizations course

Q1 What is the "Partnerships for Non-Profit Organizations" course about?

It teaches non-profits how to build and manage partnerships with corporates, foundations, government, and peers. Participants learn partner mapping, shared value design, negotiation, governance, and impact measurement. The course focuses on converting donor contacts into durable, mission-aligned partnerships.

Q2 What are the key benefits of the "Partnerships for Non-Profit Organizations" course?

It strengthens resource mobilisation and reduces dependence on short-term donations. Participants gain a repeatable design and negotiation method, clearer governance, and credible impact reporting. Organisations benefit from wider reach, stronger credibility, and more resilient funding relationships.



Q3 What skills will I gain from the "Partnerships for Non-Profit Organizations" course?

Participants gain partnership strategy and partner mapping, shared value and programme design, partnership negotiation and governance, and impact measurement and relationship management.

Q4 What tools, methods, or standards are covered in the "Partnerships for Non-Profit Organizations" course?

The course covers the Theory of Change, logical framework (logframe) design, partnership design canvases, stakeholder mapping and power-interest analysis, memoranda of understanding (MoUs), due diligence and partner screening, donor compliance and grant conditions, anti-fraud and safeguarding standards, social return on investment (SROI), outcome harvesting, and contribution analysis.

Q5 How is the "Partnerships for Non-Profit Organizations" course applied in real-world practice?

Participants apply it by mapping and screening potential partners, drafting shared value propositions, and negotiating MoUs with clear governance. They then run review cycles, report impact to donors and corporates, and plan renewal or scaling, turning isolated agreements into lasting programme delivery.