

Partnering Essentials[™]

HOW TO PARTNER AND GET RESULTS

2 DAY PROGRAM



Next Generation, Memorial Drive, North Adelaide
South Australia

1 & 2 November 2017

Why Partner?

The world today presents constant changes and challenges. Competing demands for resources, economic uncertainties and complex social and environmental issues all call for a new response.

More and more we see business, government, education and community organisations embrace cross sector partnering to provide innovative solutions and unlock creativity. It brings diverse knowledge, skills, networks and resources to the table.

Whether it be part of a Collective Impact, Shared Value or Impact Investing initiative, or a need to utilise resources better and to do more with less, knowledge of how to partner and the right skill set are the key to getting results.

Yet many people and organisations struggle to partner successfully, not for lack of good intentions but because effective cross sector partnering requires particular skills, knowledge, processes and actions.

What is in the program?

This 2 day program offers clear presentation of key cross sector partnering concepts, together with interactive discussions, hands on exercises and a case study simulation to develop your partnering skills. Topics covered include:

- Why partner? An understanding of what partnering is and the risks and benefits of this approach
- The DIXON Partnering Process - the stages of partnering and how to get results
- Creating - what to do in the early design phase including getting 'buy - in' and partnering agreements
- Developing - how to move the partnering forward including skills in Interest-Based Negotiation and partnership management
- Sustaining - how to review the partnering and keep things on track
- Tips and techniques for dealing with partnering issues as they arise
- Getting action - bringing it all together

What are the benefits?

This program will equip you with the knowledge and skills needed to be an effective partner and to achieve real impact. It will enable you to:

- Clarify the language around partnering
- Understand the partnering process
- Assess the risks and benefits of partnering
- Know when to partner and when not to
- Ask the right questions at the right time
- Learn the skills to partner effectively
- Get the action and results you want

Who should attend?

This practical program is designed for people at all levels within organisations who:

- Are directly involved as a partner in a cross sector partnering initiative
- May be about to consider such a cross sector partnering approach
- Are involved in a Collective Impact, Shared Value or Impact Investing initiative
- Wish to gain a greater understanding of cross sector partnering - what it is and how to make it work
- Looking to achieve innovative outcomes
- Are stuck in their partnering efforts and seeking better outcomes

What people are saying Partnering Essentials™ was launched in 2009 and has now been presented throughout Australia to over 1800 + participants from all sectors. We have received excellent feedback from all our programs:

“Fantastic Course- well structured and presented...” *“Exceeded my expectations ten-fold”*

“Thanks for the best course I have been to since joining an organisation as a Partnership Broker!”

“I expected it to be high quality and wasn't disappointed - It was extremely relevant to the work I do”

The Presenter:

Jane Russo

As an Associate of DIXON Partnering Solutions, Jane brings over 20 years' experience within education, youth, tertiary pathways, government, community services, volunteering and sport. She is an enabler who specialises in cross sector partnering by providing independent advice to help trouble shoot, upskill and build capacity within organisations. Jane's expertise as an engagement practitioner, project manager, stakeholder relations consultant and senior policy advisor has been recognised by many organisations.

Jane is a committed advocate for effective governance, collaboration, inclusion and diversity, women's leadership, grassroots participation, and leading change where outcomes benefit the community.



Certificate in Cross Sector Partnering

Course Summary

This certificate is offered through CQ University in collaboration with DIXON Partnering Solutions. It aims to deepen your understanding of how cross sector partnering is becoming a vital tool for addressing complex issues locally, nationally and internationally.

The Certificate will consolidate and build on the work following completion of the Partnering Essentials™ 2-day partnering skills program (or equivalent) and extend your knowledge and understanding of how cross sector partnering can be used to develop innovative solutions to social, environmental and economic challenges.

The Certificate will cover four main areas:

- Reviewing and consolidating the Partnering Essentials™ program material
- Exploring the partnering landscape in more detail
- Analysing the key success factors for effective cross sector partnering in more depth
- Assessing how to overcome challenges in the partnering process

Cost of Certificate:

Undertaken separately the cost is \$475 (inc GST)

How to register

Take the next step to expand your expertise in the innovative area of cross sector partnering. Register now by completing this form and returning to **Dixon Partnering Solutions** by email to: info@iandixon.com.au

Program Costs:

Program Options		Price per participant		For applications from Not For Profit Organisations or where 3 or more participants from the same organisation
Option 1 Partnering Essentials™ 2 Day Program	A	\$1320 (inc GST) per participant	B	\$1188 (inc GST) per participant (normally \$1320)
Option 2 Partnering Essentials™ 2 Day Program PLUS Certificate in Cross Sector Partnering	A	\$1675 (inc GST) per participant (normally \$1795)	B	\$1545 (inc GST) per participant (normally \$1795) All 3 participants must enrol for the certificate to receive discount

Please allow 1.5% surcharge for credit card payments.

Terms & Conditions:

Photography:

On occasion, Dixon Partnering Solutions (DPS) may choose to document a training program through the use of audio, video and/or still photography. These recordings may then be used by DPS in appropriate publications including but not limited to newsletters, flyers, brochures and websites. If you do not consent to having photos/audio/visuals of you participating in a program used in future promotional materials, please indicate where requested and you will be provided with instruction on how to be excluded upon signing in at the registration desk.

I do not consent to being photographed in this program:

Name: _____

Signature: _____

Cancellation:

If you can't attend the program you have booked you may send an alternative delegate without penalty. No-shows on the day results in loss of payment. Cancellations in writing one-month prior will receive a 50% refund. No refund is applicable after this date.

Indemnity:

Should for any reason outside the control of DPS, the venue or speakers change or the event is cancelled, DPS will endeavour to reschedule, but the client hereby indemnifies and holds DPS harmless from and against and all costs, damages and expenses including legal fees which are incurred by the applicant. The laws of South Australia govern this agreement in all respects.

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1 & 2 November 2017

Application Form (Please complete the details below and post or email to our office)

First Name: _____ Surname: _____

Employer's Name _____

Street/Address: _____

City: _____ State: _____ Postcode: _____

Telephone: () _____ Email: _____

Select your option by ticking the relevant box below:

Option 1

Partnering Essentials™ 2 Day Program

Option 2

Partnering Essentials™ 2 Day Program
PLUS Certificate in Cross Sector Partnering

A \$1320 (inc GST)
per participant

B \$1188 (inc GST)
per participant

A \$1675 (inc GST)
per participant

B \$1545 (inc GST)
per participant

Do you have any dietary requirements:

Please read all details on this form carefully

I have read and accept the Terms and Conditions specified on this Registration Form.

Name: _____ Date: _____ Signature: _____

Payment Method (Please tick box)

Cheque

Post Cheque to:
L2, 70 Hindmarsh Square
ADELAIDE SA 5000

Direct Debit

BSB 015 250
Acc. No. 3504 61173

Mastercard

(1.5% surcharge applies)

Visa

CREDIT CARD DETAILS

VISA (1.5% Surcharge Applies)

MASTERCARD (1.5% Surcharge Applies)

NAME ON CREDIT CARD _____

CREDIT CARD NUMBER _____

EXPIRY DATE _____ CVV _____ AMOUNT \$ _____ Plus 1.5% Surcharge, Inclusive of GST = \$ _____

SIGNATURE _____ DATE _____

Please retain this as your Tax Invoice ABN 19 755 118 053. A receipt will only be issued on request.