



HOW TO PARTNER AND GET RESULTS

Partnering is not easy and getting results requires more than good intentions.

- Wanting to partner with others and don't know where to start?
- Looking to increase the value of your partnerships?
- Trying to resolve conflicts between partners?
- Feeling overwhelmed with too many relationships?
- Not sure how to stop a partnership and move on?
- Looking to partner faster with less cost?

Don't leave your partnerships to chance. This comprehensive 2 Day **Partnering Essentials™** program will teach you how to partner and give you the skills you need to do it effectively and get results. The program provides an in depth view of the why, what and how of Cross Sector Partnering and gives you the tools to maximise value from your partnerships.

This program will enable you to:

- Know when to and when not to partner
- Ask the right questions at the right time
- Get action and achieve shared value
- Clarify the language around partnering
- Understand how partnering works
- Assess the risks and benefits of partnering


REGISTER NOW

"Special 2020 Discount"

Full Price
\$1320 (inc GST) per participant

2020 Discount Price
\$1060 (inc GST) per participant

DATE TUESDAY 19 & WEDNESDAY 20 MAY 2020 - 2 DAY PROGRAM

VENUE NEXT GENERATION (WAR MEMORIAL DRIVE, NORTH ADELAIDE)

To Register, go to www.partneringessentials.com/events/how-to-partner/may20

WHY PARTNER

As our world becomes more complex, collaborating with organisations, departments & communities outside of our industry, supply chain or network, is essential. Doing things as we did in the past doesn't work anymore. We need to do things differently.

The **Partnering Essentials™** program will equip you with the practical skills required to effectively partner across all layers of business, government, education and community.

Designed for people & teams involved with or considering a partnership, the **Partnering Essentials™** program is the industry standard for anyone interested in harnessing the power of cross sector partnering.

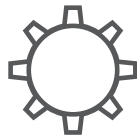
OUR PROCESS

Cross Sector Partnering is complex and challenging. Bringing people and organisations together from different sectors and keeping them together to deliver results is not easy. In our experience much of the partnering we see today is ad hoc, directionless and unproductive. This results in delays, extra costs, greater risks and diminished value for all involved.

Our **Partnering by Design™** methodology assists partners to co-design innovative solutions to complex issues and challenges. It guides partners through their partnering process efficiently and effectively and forms the basis for the **Partnering Essentials™** program. It's all about:



CREATING



DEVELOPING



SUSTAINING

"We learnt so much from the 2-day program and it has fundamentally changed the way we engage with our partners."

— **TIM LARKIN,**
EXECUTIVE DIRECTOR PROGRAM DELIVERY,
INDIGENOUS LAND & SEA CORPORATION

"The Partnering Essentials™ program has provided OZ Minerals with the tools to achieve long lasting partnerships in a modern mining environment."

— **GEOFF DEANS,**
GROUP MANAGER SOCIAL PERFORMANCE,
OZ MINERALS

"The Partnering Essentials™ program has enabled us to ready our workforce for the many challenges and changes in our business."

— **CARMEL MARSHALL,**
DIOCESAN PLANNING & DEVELOPMENT MANAGER,
CENTACARECQ

YOUR PRESENTER - IAN DIXON



As an internationally recognised thought leader in the cross-sector partnering space, Ian's work lives at the crux of transformational change. Obsessed with tackling high-impact partnering initiatives, he's built an inimitable reputation throughout the Asia-Pacific region as the strategic advisor, executive mentor and independent mediator of choice for many corporate, government and NFP organisations.

Since 1999, Ian's programs have built the partnering capability of countless individuals, organisations and sectors, empowering a new breed of collaborative leader, fit for the future of work. Ian is Managing Director of DIXON Partnering Solutions a firm dedicated to solving tough problems and creating shared value.

For further information about DIXON Partnering Solutions go to www.iandixon.com.au