Certificate in Managing Partnership and Collaborative Working



This training programme is designed to enhanced your breadth of knowledge and skills in the art of building and maintaining excellent partnership and collaborative working relationships with your stakeholders and all those you relate with.

BUSINESS MANAGEMENT SERVICES CONSULTANCY LTD

www.bmsconsultancy.com

SUMMARY

Format: In-Person and Online

Duration: 5 days

Dates:	Venue:	Fee (In-person):	Fee (On-line):
3 – 7 Nov 2025	Kigali, Rwanda	$4,950	$2,950
2 – 6 March 2026	London, United Kingdom	$5,950	$3,950
1 – 5 June 2026	Amsterdam, Netherlands	$5,950	$3,950
24 – 28 Aug 2026	Marrakesh, Morocco	$4,950	$2,950
5 – 9 Oct 2026	Kigali, Rwanda	$4,950	$2,950

PROGRAMME AIMS

This 5-day programme will give you a comprehensive understanding of the principles of effective multi-stakeholder partnerships and collaborative working. It will identify and look at why partnership fails and succeeds, as well as how to avoid common pitfalls that can lead to alliance failures.

The programme will provide the latest toolkit of techniques that will help you develop and manage your partnership effectively and efficiently. It will assist you to create and manage value-adding win-win partnerships and alliances

WHO SHOULD ATTEND

The programme is targeted at senior-to- mid level officials and professionals with responsibility for:

- Strategic Partnerships/Alliances
- Health, Safety & Environment
- Sustainability and ESG
- CSR, Community & Stakeholder Engagement
- Public Relations, and Communications
- Medical and Occupational Health
- Security, and Fire Services
- Disaster, Emergency, and Crisis
- Human Resources, and Training & Talent Development,
- Operations, Projects, Quality, etc
- Risk, Governance, Regulatory, Compliance, Audit
- Staff Representatives and Union Leaders
- Anyone who is responsible for strategic partnerships and collaborative working





OVERVIEW

Strategic partnerships with other organizations to achieve the sustainable development goals or other goals and initiatives requires effective partnerships between different organisations working together to engage and leverage their resources, knowledge and capacities.

Through this unique programme you will learn how to develop and manage strategic partnerships and collaborative working with external organisations, or working directly with communities. This programme will guide you through the different steps and skills involved in identifying potential strategic partners, building the relationship, understanding each other's needs, creating relevant governance and management structures, and avoiding the pitfalls.

The overall objective is to enable you to be more effective in your partnership's development role and have the skills to build long-lasting fruitful strategic partnerships that deliver mutual benefit, enable new and better outcomes as well as create considerable societal impact.

LEARNING OUTCOMES

By the end of this programme, participants will:

- Learn about the advancements in theory and management practice of strategic partnerships and collaborative workings
- Deepen their understanding of how to build and sustain successful partnerships and collaborative workings
- Acquire the skills to govern, manage and facilitate complex partnerships through effective leadership, communication and negotiation.
- Gain the insight on the challenges that may hamper effective partnership process and built your capacity to address these challenges effectively.
- Learn how to turn partnerships relationship conflicts and competition into more productive performance
- Gain cutting-edge insight on how to build mutual trust and forge commitment in collaborative working
- Develop effective and efficient communication methods for sharing information within and across security agencies
- Develop practical ideas to improve the performance of your strategic partnerships
- Learn how to accurately assess and evaluate your strategic partnership performance
- Leave with a specific roadmap and individual action plans to increase partnership productivity

PROGRAMME AGENDA

The programme covers the following topics:

- Multi-stakeholder partnerships and collaborative working overview
- Initiating alliances and partnerships
- Introduction to the strategic alliance life cycle
- The core principles of successful partnerships
- Structuring collaborative work
- Collaborative strategies and execution
- Managing shared resources and value co-creation
- Communication and interfaces between partners
- Designing open innovation platforms

ABOUT US



Business Management Services Consultancy Ltd (BMS)

BMS Is an established international firm that specialises in providing learning & development, capacity building and consulting services.

Our extensive track record spans more than two decades. For this time, we have been designing and providing leading-edge learning & development and consulting service solutions to clients across sectors and industries. Our global experience and local knowledge has played a part in making us a trusted partner and preferred choice by many of the world's leading corporations.

With specialists' staff and associates, as well as strategic partnership with top academic institutions, professional bodies, business networks and corporate organisations, we have access to the best and latest expertise. As such, we are uniquely placed to provide a fully integrated response to our clients' needs, whether this is to: develop and manage projects; provide institutional and human capacity strengthening programmes or manage risk.

With roots in the United Kingdom and presence in five regions of the world: Europe, Africa, America, Asia and Middle East we are in a strategic position to provide clients with flexible and responsive professional services to meet the evolving needs of the ever changing and dynamic world.

Our long and successful involvement with the private sector, government ministries, departments and agencies, international development institutions and civil society organisations across the globe, demonstrates our capability to work across industries, sectors and cultures. Some of our clients includes:

ACP Secretariat, Belgium, Addax, Agip, Arab Shipping Company, Australian Maritime Safety Authority, Aviva, BAE Systems, Bahamas Maritime Authority, Bank of England, Barbados Port Authority, Bristow Norway, British Broadcasting Corporation (BBC), British Council, British Gas, British Museum, Cairn Energy, Centrica, Chevron, Coca Cola, Department for International Development UK, Department of Communications South Africa, Department of Energy and Climate Change UK, Dublin Airport, EDF Energy, Eni Oil (Italy), European Commission, Federal Ministry of Finance Nigeria, Federal Ministry of Science & Technology Nigeria, Financial Services Authority UK, Grenada Ports Authority, Halifax Bank of Scotland, Kuwait Oil Tanker Company, London Borough of Lewisham UK, London Transport, Luanda Refinery, Maritime and Coastguard Agency, Namibian Ports Authority, National Health Service (NHS) UK, Nigerian National Petroleum Company (NNPCL}, Nobel Oil Group, Royal Bank of Scotland, Royal Borough of Kensington and Chelsea, Sasol, Shell, South African Maritime Safety Authority, Total, Victoria and Albert Museum UK, World Bank

WHAT MAKES OUR LEARNING PROGRAMMES UNIQUE?

Our Learning approach is based on the three pillars of learning excellence, these are: **Relevance, Quality and Impact.** The approach offers a new breakthrough learning experience: it has 10 ingredients that mark the BMS' learning activities and, together, differentiate us from other learning organisations and institutes.

Our training address relevant issues that affects participants and their work

For learning to be effective, it has to be relevant to individuals and their workplace. That is why, prior to commencement of any programme, we start by understanding our clients and course participants learning needs and the challenges they faced. We in turn tailor the programme to address the relevant issues that affects them and their work.

Unique learning design, method and delivery

Most of our programmes take a blended learning approach – combining experiential, practical, and applied learning with well-tested academic theories, and utilises a variety of learning methods. This powerful mix of learning style is the most excellent way to optimise learning experience and make it stick, as well as assist participants in effectively transferring what they learned back to their workplace

First-class facilitators and resource persons

We are proud of the fact that many of our facilitators and resource persons are among the leading experts in their specialist area. They have in-depth knowledge of their subject, and combine academic expertise with years of hands-on business and industry experience. They are passionate about developing others, and have proven time and time again their ability to facilitate top-quality learning and provide the best possible learning experience.

Continuous and sustainable learning

We believe that learning is a process – not a one-time event. That is why we offer various learning supports e.g. post-programme one-on-one coaching sessions and/ or coaching notes, additional learning resources such as webinars, white papers and eLearning to help participants apply and sustain their learning experience.

Personal learning plan and commitment

Participants are encouraged to document specific insights and action items from each session. Our Facilitators will work with them to identify 3 -5 items they wish to focus on, and how to develop an action plan to implement these insights. The participants are expected to share this with their superiors, colleagues and subordinates and put new learning into immediate application on the job.

Work-based projects associated with coursework

As an option, participant can select a management-approved project that would tackle area of concern from their work place to which development and application of what they have learned would make a positive difference. In this way the training generates a measurable return on investment and pays for itself many times over

Comprehensive learning resources – on and off line

Participants will be provided with comprehensive manual and reference material to support their continuous learning and development, including textbooks (where relevant), in addition to which (on most programmes) they will also have access to online Virtual Learning Forum (VLF). The VLE includes extensive additional learning resources and links to articles, research, surveys and relevant practical tools.

HOW TO APPLY

To apply for this programme, please:

- **Email your name or the names of people you want to register to:** training@bmsconsultancy.com
- **Telephone**+44 (0) 74 2411 1719 / +234 810 000 0108 / +31 205 419 3330
- **Online at:** www.bmsconsultancy.com/certificate-in-managing-partnership-and-collaborative-working
- **Complete the booking form below and e-mailing it to:** training@bmsconsultancy.com or
- **Post to:** BMS Consultancy Ltd, Knowledge Dock Centre, University Way, London E16 2RD, UK

An invoice will be sent upon receipt of the booking form. The invoice payment can be made by bank transfer, credit card or cheque. Fees must be paid in full prior to start of the programme.

Your place will be reserved upon confirmation of payment.

You will receive a welcome email with the steps to follow.

You will then be able to access our virtual platform and become familiar with it before your program begins.

BOOKING FORM

Course Title:	Certificate in Managing Partnership and Collaborative Working		
Attendance:	**In-Person + Online**	**Online**	**Date:**
Delegate Details:	**First Name:**		**(Dr./ Mr./ Mrs./ Ms./ Other)**:
	Last Name:		
	Position:		
	Organisation:		
	Address:		
	Telephone:		**Mobile:**
	Email:		

NOTE: This form may be reproduced for additional registration

COURSE FEE AND GENERAL INFORMATION:

The programme fee covers: tuition; comprehensive set of programme materials and working papers, bag, notebook, pen, gifts; programme certificate; coffee breaks (morning and afternoon); buffet lunch; refreshments; training equipment; plus many other programme expenses.

Delegates are responsible for their own accommodation and travel arrangement. However, our training team can assist participants to find suitable accommodation.

Terms and conditions

Cancellations and refunds

For Cancellations (which must be in writing) received by BMS 60 or more working days before the scheduled training programme, the full fee is payable. For Cancellations within 31 - 60 working days before the scheduled training programme we charge a 40% cancellation fee. For Cancellations less than 30 working days before the scheduled training programme there would be no refund, however course papers and materials given to attendees will be provided. Refunds where applicable, will be made within 30 days of receipt of the written cancellation.

Program Change Policy

BMS reserves the right to cancel the programme, alter the programme, change venues and substitute trainers, speakers and consultants at its discretion. Where the programme is cancelled by BMS, participants will receive a full refund for course fees paid, if alternative dates offered are not acceptable. If for any reason BMS decide to amend or cancel the training programme we will not be responsible for air-fares, hotel or other costs incurred by registrants.