



Building Strategic Partnerships for Performance Improvement



9 - 27 September 2024



Singapore

Building Strategic Partnerships for Performance Improvement

course code: F9159 From: 9 - 27 September 2024 Venue: Singapore - course Fees: 8250 Euro

Program Overview

In this program you will learn about...

This program will provide the participant the know how to

- Understand Strategic alliances
- Management system needs of Strategic alliances
- Causes of Failure of Alliances
- Determining suitability of a proposed alliance
- Rejuvenating existing alliances.

Some additional topics include: Prequalification System for Potential Partnerships, Using Partnership Concepts for Developing Internal Improvement Projects, Vendors and Suppliers, Research Cooperation, Consultant or Professional Services Suppliers and Outsourcing Business Processes.

Program Content

In this program you will learn about Business Partnerships...

- Major Practical Issues
- Industry Standard Terminology
- Industry Methodologies, Standards Best Practices
- Business Mapping of Operations
- Flow Charts
- Quality Assurance TQM Issues
- How to assess your own strengths, weaknesses and exposures, and those of your partner (or proposed partner)?
- Who will gain most from an alliance?
- What could you lose?
- How to check if the alliance fits one of the major types?
- How to check if the alliance meets the key criteria for success?
- How to check the Strategic Goals of Partnerships?
- How to check the Golden Rules of strategic partnerships or alliances?
- Prequalification System for Potential Partnerships
- Using Partnership Concepts for
 - Developing Vendors and Suppliers
 - Research Cooperation
 - Consultant or Professional Services Suppliers
 - Outsourcing Business Processes.

