

Overseeing Joint Development

Taking Care to Develop Partnerships and Investor Relations

Introduction

The benefits and drawbacks of Overseeing Joint Development are the main topics of this Course N Carry training course on Overseeing Joint Development. It gives delegates the opportunity to become acquainted with cutting-edge ideas and industry best practices in this increasingly significant activity. It also lays out a comprehensive procedure that makes clear how alliances and joint ventures should be organized and run.

This advanced five-day Course N Carry training program will cover in detail the special managerial challenges that come with using a collaborative development approach. It will also show participants how to use due diligence when making operational decisions that maximize the possibility of achieving and maintaining profitable growth by choosing the best partners and investors.

All business choices that have an impact on every facet of an organization's operations must be made with due diligence. We concentrate on the particular managerial problems of satisfying the needs of numerous actors, including our own organization, investors, and partners, as part of the development based on striking a balance between successful internal and external partnerships. In order to maximize the influence and potential of the decisions we make in luring investors and partners to help us grow our firm, we will closely examine how to develop and implement an organized business process.

Key topics covered in this Course N Carry training course on Overseeing Joint Development include:

- Aligning the demands and strategies of numerous stakeholders
- The strategic importance of the stakeholder value principle
- Converting an independent financier into a dedicated collaborator
- Innovation and ongoing development in these important partnerships
- "Collaborate To Compete" is the newest idea in company growth.

Objectives

Following completion of this Course N Carry training course, you will be able to:

- Satisfy the various goals of numerous and diverse stakeholders
- Analyse and assess stakeholders' potential and performance.
- Work well together with partners and investors, both present and future.
- Establish management and commercial procedures based on due diligence.
- Do your research before making any operational or strategic judgements.

Training Methodology

A combination of cutting-edge learning processes forms the basis of the training process. Delegates will get the chance to talk about the difficulties that their own organizations are facing. Throughout, the focus will be on customizing best practices to each sponsor that takes part, including sharing case studies of businesses that the seminar organizer has direct experience with.

In particular, the following training techniques will be employed:

- Talks about the essentials of developing relationships with investors and partners
- Working in groups to complete case studies centred on certain due diligence activity challenges
- DVD lectures on particular facets of our topic given by outside experts
- Engaging conversation on real-world investor/partner relationship cases
- Making individual and group plans for the successful implementation of the seminar

Organizational impacts

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Personal Impact

Delegates who participate in this Course N Carry training program will get the following abilities and competencies:

- Expanding the range of connections and commercial opportunities
- Increased self-assurance in using creative management techniques
- A thorough comprehension of the need and worth of due diligence efforts
- Increased self-assurance while interacting with investors and partners
- Increasing the organization's appeal to possible partners and investors
- Leadership in educating all teams about optimal practices for due diligence

Who should attend?

This Course N Carry training program is intended to be applicable to a broad spectrum of seasoned professionals, including managers in the following categories:

- Managers and Analysts of Data
- Experts in Partnerships & Joint Ventures
- Investor Relations Specialists
- Managers of Assets and Facilities
- Managers of Human Resources
- Others whose career prospects might be improved by knowing about the most recent best practices in partner and investor research and evaluation

Course Outline

Day 1

Recognizing the Need for Due Diligence in Investor Assessment

- How does an investor assess and analyse a potential investment?
- Recognizing the Standards and Methodologies of Various Investor Types
- The Investor's View: Future viability, growth, and profitability
- A Model of Due Diligence that Helps and Encourages Our Selection of Investor
- Handling Investor Relations as Our Company Grows and Adapts

Day 2

Recognizing the Need for Due Diligence in Partner Assessment

- The Partnership's Strategic Argument
- The Different Types of Collaboration
- The Partner Identification Process
- An analysis of possible partners' finances
- Non-financial Assessment of Possible Collaborations

Day 3

Using Caution When Assessing Collaborations

- Identifying Complementary or Additional Resources Needed
- Identifying the Qualities of a Possible Partner or Partners
- Instruments and Methods for Preliminary Screening
- The Fundamental Idea of "Tissue Match"
- Making a Short List Out of the Long List
- Enhancing the Selection Procedure
- A synopsis of the entire procedure and approval of the short list

Day 4

Using Caution When Managing Collaborations

- The Way a Strategic Alliance and a Joint Venture Differ in Management
- The Business Case Approval Process
- Term Negotiation for a Joint Venture or Alliance
- Selecting the Best Structure for a Partnership
- The Partnership's Life Cycle and the Renewal Challenge

Day 5

Utilizing the Entire Seminar to Meet the Company's Needs

- Utilizing Appropriate Information and Data to Support Decisions
- Taking Care to Match Strategy and Operations
- Exercise Care in Forecasting Scenarios and Making Strategic Decisions
- How to Use This Company's Themes 1–5
- Talking, interacting, and deciding on the company's priorities
- Individual Plans for Follow-Up Action by Delegates