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 turn to cross sector collaboration and partnering to provide the solutions. Partnering has the potential to unlock creativity and innovation. It brings diverse knowledge, skills, networks and resources to the table.

Whether it be as 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 skillset are the key to getting results.

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

What’s in the program?
This 2-day program involves interactive discussion and presentation of partnering concepts, together with hands on exercises and a case study simulation to develop your partnering skills.

Topics covered include:
- Why partner? An understanding of what cross sector partnering is and the risks and benefits of this approach
- The DIXON Partnering Process – the stages of partnering and how to get results
- Creating a partnership - what to do in the early stages, including selling the concept internally and partnering agreements
- Developing a partnership - how to move the partnership forward including skills in interest based negotiation and partnership management
- Sustaining a partnership - how to review the partnership and keep things on track
- Tips and techniques for dealing with partnering issues as they arise
- Achieving balance - bringing it all together

<table>
<thead>
<tr>
<th>City</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adelaide</td>
<td>31 May &amp; 1 June 2016</td>
</tr>
<tr>
<td>Rockhampton</td>
<td>8 &amp; 9 June 2016</td>
</tr>
<tr>
<td>Perth</td>
<td>26 &amp; 27 July 2016</td>
</tr>
<tr>
<td>Melbourne</td>
<td>1 &amp; 2 August 2016</td>
</tr>
<tr>
<td>Brisbane</td>
<td>23 &amp; 24 August 2016</td>
</tr>
</tbody>
</table>
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 will it cost?

$1210 (Inclusive of GST) per participant.

A 10% Discount is available for applicants from Not for Profit organisations OR where we receive 3 or more registrations from any one organisation.

“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”

Our Presenter

Ian Dixon – BTech CEng, FIEAust, FAICD

Founder and Principal of DIXON Partnering Solutions

Ian is an internationally recognised partnering specialist who is at the leading edge of cross-sector partnering development and practice. As a thought leader in achieving transformational change through cross sector collaboration and partnering, he is sought after as a strategic adviser, keynote speaker, coach and mentor.

With over 25 years of experience in senior executive roles in both the public and private sectors, Ian is passionate about the need for people to be able to work together to create solutions to solve our tough economic, social and environmental problems. He believes that we will need to find new and innovative ways of working together and develop high level partnering skills if we are to meet these challenges.