Acquiring Strategic Partnerships, Joint Ventures and Conglomerates

Prospects, Evaluation, and Implementation

Introduction

This training course, "Developing Strategic Partnerships, Joint Ventures, and Consortia," focuses on how to proactively develop all the essential elements for a Consortium, Joint Venture, or Strategic Partnership [SP], including a formal scenario analysis of each potential opportunity and a thorough execution plan. It takes time, talent, and money for businesses and organizations to build new functional competencies in order to remain competitive. Through an SP, JV, or consortium with parties who already possess these necessary functionalities, access to these resources can be obtained. Discover the entire process flow for development and analysis, then apply it to modern businesses in a number of industry leaders.

Next, use the same strategy for your own company or organization, creating a thorough proactive framework to identify and contact possible partners, negotiate important provisions in contracts, oversee the implementation and launch, and track and evaluate an SP, JV, or Consortium.

This training session on Course N Carry will emphasize:

- Strategic industry, market, and segment mapping with an emphasis on external sectors
- Evaluating the functional capabilities of your company in addition to its strategic needs and offerings
- Advantages and disadvantages of consortia, joint ventures, and strategic alliances
- How should I contact a different company? How should I reply if a different company approaches me?
- Analysing case studies of well-structured and poorly-executed coalitions
- Group initiatives to create an alliance proposal for your company or association

Objectives

Upon completion of this training program, you will be able to:

- Create a strategic map with possible alliances and agreements.
- Examine and arrange the "best" opportunities.
- Create a strong value proposition for the suggested arrangement.

- Describe the advantages and disadvantages of various deal-alliance arrangements.
- Create an arrangement's implementation strategy, including a monitoring and success assessment system.

Training Methodology

In order to introduce new terms, concepts, models, and methods, this training course on developing strategic partnerships, joint ventures, and consortiums will employ an inductive reasoning approach. This will be followed by a highly interactive case discussion and small-group team case projects that will be directly applied to the attendees' firms/organizations. The primary focus is on establishing a potential partnership, joint venture, or consortia idea in a proactive, strategic, and creative-innovative manner.

Organizational impacts

Developing continuous, real-time functional skills score-evaluation metrics for strategic requirements.

- Being proactive in identifying possible companies or groups for joint ventures, partnerships, and/or consortiums
- Taking the initiative to create several scenario evaluations for tactical requirements and products
- Being able to contact possible allies with a strong value proposition with ease
- Being prepared to accept any offers of cooperation that are made to your company or organisation

Personal Imapct

By bringing the necessary skills, models, perspectives, and methods directly to their workplace and colleagues, attendees will immediately see a Return On Investment (ROI) for their own enterprises / organisations. The return on investment is that participants will be able to exhibit these concrete abilities and competencies:

An altogether new way of thinking about the functional-asset values of a corporation or organisation

Participants will advance their personal career growth in the following ways:

- Knowing the salient features, distinctions, and parallels among consortiums, joint ventures, and consortiums
- Acquiring a fresh managerial perspective on "best practices" for consortiums, joint ventures, and SPs

- Improving their application of objective and formal models, constructions, words, and procedures
- Having the ability to evaluate any kind of SP, JV, or Consortium proposal impartially
- Acquiring proactive, forward-thinking strategies for prospective future prospects in capabilities
- Adding inventiveness from SP, JV, and consortiums to internal and external initiatives

Who should attend?

A wide range of professionals can benefit from this Course N Carry training course, but the following are particularly noteworthy:

- Anyone wishing to strategically increase the value of the company's resources and assets
- Anyone trying to create new streams of income in a variety of industries, products, and services
- Anyone trying to improve the shareholders' or stakeholders' strategic options
- R&D / Product Development Teams seeking to expand the portfolio's size, scope, and scope
- Professionals in business development seeking to proactively create new opportunities

Course Outline

Day 1

Important Aspects and Comparing SPs, JVs, and Consortiums Structurally

- Positions of Individuals Affected in Terms of Organisation, Function, and Finance [OFF]
- Qualitatively versus quantitatively, tangible versus intangible Intellectual Property for Products and Services
- Law Firms and Their Constitutive Elements
- Projects that Stand Alone vs. Continuous Processes
- Schedules and Timelines

Day 2

Resource Allocations: Facilities, Capital, Employees, and Intellectual Property

- Metrics for Products and Services
- Technological Harmony
- Various and Common Platforms
- Typical and Unique Extensions
- Important Personnel Duties, Procedures, and Outcomes
- Supervisory Management
- Capital Costs and Availability
- Development, Manufacturing, Distribution, and Support Facilities-Infrastructure

Day 3

Charting Businesses, Organisations, and Sectors, Markets, and Segments

- Product-Service Portfolio
- Product-Service Exchange
- Life Cycles of Products and Services and User Adoption
- Infrastructure for Marketing, Advertising, and Promotion as well as The Selling Process
- Growth-Share and Market Stage Parameters [Arthur Little matrices, Boston Consulting Group]

Day 4

Examine, Dissect, Consider, and Offer Advice Regarding SPs, JVs, and Consortium

- Operational Logistics, Deal Intent, and Strategic Goal
- Deal Management, Organisation, and Structure
- Contract Conditions, Timing Scheduling, and Comparison
- Co-Investments in Capital: Debt vs Equity
- Financial Compensation: Revenue-Share, Equity-Share, Royalties, and Licencing
- Intellectual Property and Legal Concerns

Day 5

Creating Possible Consortiums, JVs, and SPs for Your Company / Organisation

- Overviews of the External Sector, Industry, Market, and Segment

- Map of Product, Service, and IP
- Stages of Vertical and Horizontal Value-Chain Integration
- Ansoff Matrix and Market Analysis
- Overview of Legal and Country-Region Domicile
- Pros and Cons of Consortium vs. JV vs. SP
- Comparing diversification with complementary synergies
- Structure, Terms, Compensation, and Timing Proposals