

Strategic Partnerships Mastery

Cape Town (South Africa)

5 - 9 October 2026

UK Training

PARTNER



Strategic Partnerships Mastery

Code: LM32 From: 5 - 9 October 2026 City: Cape Town (South Africa) Fees: 4200 Pound

Introduction

In today's interconnected and competitive markets, organizations succeed not only by executing internal strategies but also by building strong partnerships that create shared value. Strategic partnerships enable companies to access new markets, leverage resources, share risks, and achieve sustainable growth.

This course is designed to provide participants with the knowledge and skills to identify, develop, and manage strategic alliances and partnerships that drive long-term business success.

Through interactive case studies, group discussions, and practical exercises, participants will learn how to evaluate potential partners, design effective partnership models, and manage collaboration to achieve mutual goals.

Course Objectives

By the end of this course, participants will be able to:

Understand the role and value of strategic partnerships in achieving business objectives.

Identify and evaluate potential partners using structured analysis tools.

Develop partnership strategies that align with organisational goals and market trends.

Negotiate and structure partnership agreements for mutual benefit.

Manage and sustain partnerships to maximize value and mitigate risks.

Resolve challenges and conflicts to maintain productive long-term relationships.

Course Outlines

Day 1: Foundations of Telecommunications Regulation

- Defining strategic partnerships and their impact on growth.
- Different types of partnerships: alliances, joint ventures, networks.
- Assessing organizational readiness for partnership.
- Case Study: Successful global partnerships.

Day 2: Legal and Institutional Frameworks

- Market analysis and partner selection criteria.
- Tools for assessing partner capabilities and cultural fit.
- Risk assessment in partnership selection.
- Workshop: Building a partner evaluation matrix.

Day 3: Licensing and Market Entry

- Aligning partnership goals with corporate strategy.
- Partnership models: equity vs. non-equity alliances.

UK Training

PARTNER



- Legal and contractual considerations.
- Financial and operational risk-sharing.
- Case Study: Structuring win-win agreements.

Day 4: Competition and Market Regulation

- Governance and performance management.
- Building trust and maintaining transparency.
- Managing cultural and organizational differences.
- Communication strategies for effective collaboration.
- Workshop: Creating a partnership roadmap.

Day 5: Spectrum Management

- Measuring partnership success and ROI.
- Adapting partnerships to market changes.
- Conflict resolution and partnership exit strategies.
- Building long-term strategic ecosystems.
- Group Exercise: Partnership strategy presentation.

Why Attend This Course: Wins & Losses!

- Gain the ability to leverage partnerships as a strategic growth driver.
- Reduce risk by structuring partnerships effectively.
- Enhance negotiation and communication skills for collaboration.
- Learn from real-world case studies and practical exercises.
- Develop a clear action plan to initiate and manage partnerships.

Conclusion

Strategic partnerships are not just transactions—they are powerful tools for innovation, expansion, and resilience.

This course equips participants with the insights and practical skills to identify opportunities, build strong alliances, and lead partnerships that deliver measurable value to all stakeholders.

Blackbird Training Clients

 MANNAI CORPORATION MANNAI Trading Company WLL, Qatar	 GAC UNE FILIALE D' EGA Alumina Corporation Guinea	 Booking.com Booking.com Netherlands	 OXFAM Oxfam GB International Organization, Yemen	 Capital Markets Authority Kuwait
 Waltersmith Waltersmith Petroman Oil Limited Nigeria	 QNB Qatar National Bank (QNB), Qatar	 Qatar Foundation Qatar	 AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania	 KFAS KFS Kuwait
 Reserve Bank of Malawi Malawi	 Central Bank of Nigeria Nigeria	 Ministry of Interior Kingdom of Saudi Arabia KSA	 Mabruk Oil Company Libya	 Saudi Electricity Company KSA
 BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 NATO Italy	 ENI ENI CORPORATE UNIVERSITY, Italy	 GULF BANK Gulf Bank Kuwait	 General Organization for Social Insurance KSA
 Defence Space Administration Nigeria	 National Industries Group (Holding) Kuwait	 Hamad Medical Corporation Qatar	 USAID Pakistan	 STC STC Solutions, KSA
 North Oil Company North Oil company,	 EKO EKO Electricity	 OMAN BROADBAND Oman Broadband	 UNITED NATIONS UN.	 Authority for Electricity Regulation, Oman Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Sustainability, ESG & Corporate Responsibility
Advanced Courses
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training