

Advanced Critical Partnership Negotiation and Governance Training Course

12 – 16 April 2027
Milan

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Training Center

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Ref: 1840_237692 **Date:** 12 – 16 April 2027 **Location:** Milan **Fees:** 5700 Euro

Overview

Advanced Critical Partnership Negotiation and Governance Training Course is a one-week advanced course for professionals responsible for suppliers, clients, sponsors, government, or community partners who leave with a Critical Partner Negotiation and Governance File. The course connects critical partnership negotiation, collaborative business relationship management, joint objectives, trust, governance, performance measures, and improvement decisions across the relationship lifecycle. Participants replace informal coordination with defined decision rights and review routines. Agile Leaders Training Center presents partnership negotiation and governance as one management discipline.

Who Should Attend

- Functions responsible for selecting, segmenting, and sponsoring external partners
- Teams responsible for supplier, client, sponsor, or community relationships
- Groups responsible for business development, alliances, and joint initiatives
- Functions responsible for project interfaces, partner delivery, and escalation
- Personnel responsible for negotiation mandates, agreements, and relationship reviews
- Teams responsible for partner performance, value evidence, and improvement actions

The course assumes participants already manage external relationships or negotiation decisions at work, and leaves out introductory communication theory, general sales negotiation, contract drafting, and PPP contract administration.

Departments and Industries

The course supports departments and industries that depend on sustained external collaboration and shared delivery.

- Procurement, commercial management, and supplier relationship management
- Business development, corporate relations, and alliance management
- Project management, operations, and service-delivery functions
- Technology, professional services, and industrial enterprises
- Healthcare administration, education services, and nonprofit organizations
- Infrastructure, utilities, and facilities services

Learning Objectives

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

- Analyze partner criticality, interdependence, and relationship readiness.
- Build joint objectives, governance roles, and information-sharing rules.
- Apply negotiation mandates, issue matrices, and trade-off controls.
- Diagnose trust gaps, conflict patterns, and escalation needs.
- Evaluate partner value, performance evidence, and review outcomes.
- Build continuity, improvement, and exit decisions for partner relationships.

Course Agenda

Day 1: Map Critical Partner Relationships

- Critical Partner Portfolio Segmentation Matrix
- Interdependence, Risk, and Replaceability Assessment
- Supplier Preferencing and Account Attractiveness Analysis
- Relationship Lifecycle and ISO 44001 Alignment Map
- Partner Readiness and Internal Capability Diagnostic

Day 2: Establish Governance and Trust

- Joint Objective and Mutual Value Charter
- Partner Governance Framework and Decision-Rights Matrix
- Relationship RACI and Sponsor Escalation Map
- Information-Sharing and Knowledge Protection Protocol
- Trust Behavior and Relationship Health Diagnostic

Day 3: Negotiate Partnership Decisions

- Negotiation Mandate and Authority Boundary Sheet
- Interest, Position, and Dependency Issue Matrix
- BATNA, Reservation Point, and Trade-Off Register
- Joint Proposal and Meeting Architecture
- Negotiation Team Role and Internal Alignment Plan

Day 4: Govern Performance and Improvement

- Joint Value Scorecard and Evidence Rules
- Partner KPI Definition and Measurement Register
- Joint Review Cadence and Decision Log
- Partnership Conflict and Escalation Pathway
- Partnership Improvement Plan and Accountability Tracker

Day 5: Practice Partnership Governance

- Suggested Exercise: Segment a Critical Partner Portfolio
- Suggested Exercise: Negotiate a Joint Objective and Governance Charter
- Suggested Exercise: Resolve a Partner Performance Dispute
- Suggested Exercise: Decide Continuity, Improvement, or Exit
- Capstone Exercise: Assemble the Critical Partner Negotiation and Governance File

Practical Exercises

The course uses suggested activities to test partner decisions in different operating settings.

- Suggested activity: map critical suppliers and service partners by interdependence, risk, replaceability, and account attractiveness.
- Suggested activity: prepare and negotiate joint objectives, decision rights, information rules, and escalation routes for a technology alliance.
- Suggested activity: diagnose trust and performance evidence before a healthcare-service partner review.
- Suggested activity: use a joint value scorecard to agree corrective actions, continuity conditions, or an orderly exit.

FAQs

Who suits critical partnership negotiation training, and what does it assume?

Critical partnership negotiation training suits professionals who already manage consequential external relationships and can contribute to governance, negotiation, performance, or escalation decisions.

How does critical partnership negotiation differ from general negotiation training?

Critical partnership negotiation connects deal preparation with relationship governance, joint objectives, performance reviews, trust, improvement, continuity, and exit decisions; general negotiation training usually concentrates on reaching an agreement.

What belongs in a partner governance framework?

A partner governance framework defines objectives, decision rights, sponsors, operating roles, information rules, meeting cadence, evidence requirements, escalation routes, review gates, and accountability for agreed actions.

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How should collaborative business relationship management address poor performance?

Collaborative business relationship management should separate evidence from assumptions, test shared obligations and dependencies, diagnose causes, agree corrective actions and owners, set review gates, and preserve a defined escalation or exit route.

Conclusion

Participants take back a Critical Partner Negotiation and Governance File. The file connects partner segmentation, joint objectives, governance, negotiation authority, trust diagnostics, performance evidence, review decisions, and a partnership improvement plan. It changes relationship management from informal coordination into a controlled basis for creating value, resolving conflict, and deciding whether to continue, improve, or exit a partnership.