

# Open Innovation Partnerships and Scaling Training Course

28 December 2026 – 1 January 2027
Addis Ababa

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**Ref:** 2179_259453 **Date:** 28 December 2026 – 1 January 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

## Overview

Open Innovation Partnerships and Scaling Training Course is a one-week intermediate course for innovation, R&D, strategy, partnership and corporate venture teams, who leave with an Open Innovation Partnership and Scale File. The course connects challenge framing, innovation ecosystem mapping, partner scouting, collaboration design, intellectual property, pilot governance, portfolio decisions and commercialization. Agile Leaders Training Center presents open innovation partnership practice.

## Who Should Attend

- Teams responsible for defining external innovation challenges and priorities
- Teams responsible for scouting startups, universities, suppliers and technology partners
- Teams responsible for partnership governance and collaboration agreements
- Teams responsible for pilot selection, evidence and scale decisions
- Teams responsible for innovation portfolios and commercialization pathways

The course assumes participants coordinate innovation initiatives or external relationships; it leaves out generic creativity training, detailed product design and legal drafting advice.

## Departments and Industries

The course supports open innovation partnerships across corporate, public, research and technology settings.

- Innovation, R&D and corporate venture functions
- Strategy, transformation and partnership offices
- Technology, manufacturing and energy organizations
- Healthcare, financial services and consumer businesses
- Universities, research institutes and technology-transfer teams
- Public-sector innovation and economic-development units

## Learning Objectives

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

- Analyze strategic gaps suitable for open innovation.
- Build an innovation ecosystem and partner map.
- Evaluate partners with transparent selection criteria.
- Compare collaboration, intellectual-property and contracting models.
- Prioritize pilots using evidence and portfolio controls.
- Build an Open Innovation Partnership and Scale File.

## Course Agenda

## Day 1: Frame the Open Innovation Challenge

- Strategic Gap and Opportunity Analysis
- Open Innovation Challenge Brief
- Internal Capability and Boundary Assessment
- Stakeholder Value and Constraint Map
- Challenge Governance and Decision-Rights Matrix

## Day 2: Map and Select Partners

- Innovation Ecosystem Mapping Method
- Startup, University and Supplier Scouting Plan
- Partner Longlist and Evidence Register
- Partner Evaluation and Selection Scorecard
- Mutual Value and Collaboration Fit Canvas

## Day 3: Design the Partnership

- ISO 56003 Partnership Lifecycle Reference
- Collaboration Model Options Matrix
- Background and Foreground Intellectual-Property Map
- Access, Licensing and Commercialization Terms Checklist
- Partnership Governance and Interaction Charter

## Day 4: Govern Pilots and Scale Decisions

- Pilot Hypothesis and Learning Plan
- Stage-Gate Evidence and Funding Criteria
- Open Innovation Portfolio Dashboard
- Risk, Dependency and Escalation Register
- Scale, License, Partner or Stop Decision Framework

## Day 5: Practice Partnership Decisions

- Exercise: Convert a Strategic Gap into a Challenge Brief
- Exercise: Score and Select External Innovation Partners
- Exercise: Negotiate a Collaboration Model and IP Position
- Exercise: Review Pilot Evidence for a Scale Decision
- Capstone Exercise: Complete the Open Innovation Partnership and Scale File

## Practical Exercises

The course uses suggested activities based on technology, healthcare, manufacturing and service-sector partnership scenarios.

- Suggested activity: map an innovation ecosystem and identify credible partner channels.
- Suggested activity: compare startup, university and supplier candidates using a selection scorecard.
- Suggested activity: document background IP, expected foreground IP, access rights and commercialization choices.
- Suggested activity: assemble challenge, partner, agreement, pilot and scale evidence into one controlled file.

## FAQs

### Who suits open innovation partnerships training, and what does it assume?

Open innovation partnerships training suits innovation, R&D, strategy, venture and partnership teams. It assumes practical responsibility for innovation initiatives or external relationships.

### How does open innovation partnerships training differ from general innovation leadership?

Open innovation partnerships training focuses on external ecosystems, partner selection, collaboration terms, pilots and scaling. General innovation leadership focuses more broadly on culture, creativity and internal leadership behavior.

### What is an open innovation partnership?

An open innovation partnership is a structured collaboration through which organizations exchange capabilities, knowledge or technology to pursue a defined innovation opportunity while agreeing governance, value, risk and intellectual-property arrangements.

### How are open innovation partners selected?

Open innovation partners are selected by testing strategic fit, relevant capability, evidence, commitment, complementary assets, collaboration readiness, risks and the mutual value of the proposed relationship.

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## How should open innovation pilots be scaled?

Open innovation pilots should be scaled when agreed evidence supports the value case, operational feasibility, partnership readiness, risk position and a viable commercialization or adoption pathway.

## Conclusion

Participants take back an Open Innovation Partnership and Scale File linking challenges, ecosystems, partner evidence, collaboration choices, intellectual-property positions, pilots and scale decisions. The file makes external innovation decisions traceable and comparable. It supports coordinated action across strategy, innovation, legal, finance, technology and partner teams.