

Strategic Partnerships and Joint Ventures Training Course

18 – 22 October 2027
Vienna

AGILE LEADERS
Training Center

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Ref: 2181_259558 **Date:** 18 – 22 October 2027 **Location:** Vienna **Fees:** 5700 Euro

Overview

Strategic Partnerships and Joint Ventures Training Course is a one-week advanced course for business development, strategy, legal and commercial decision-makers, who leave with a Partnership and Joint Venture Decision File. The course connects strategic rationale, partner due diligence, structural choice, governance, commercial terms, negotiation, performance controls, deadlock and exit planning. It addresses the difficulty of converting shared ambition into controlled commitments and workable decision rights. Agile Leaders Training Center presents strategic partnership and joint venture practice.

Who Should Attend

- Teams responsible for corporate strategy, growth and alliance portfolios
- Teams responsible for business development and partner evaluation
- Teams responsible for legal structuring and commercial agreements
- Teams responsible for investment appraisal and transaction support
- Teams responsible for governance, risk and partnership performance

The course assumes participants contribute to partnership decisions, negotiations or governance; it leaves out jurisdiction-specific legal advice and oil-and-gas joint venture accounting.

Departments and Industries

The course supports partnership and joint venture work across private, public and nonprofit settings.

- Corporate strategy and business development functions
- Legal, contracts and commercial departments
- Finance, investment and transaction teams
- Technology, infrastructure and professional-services organizations
- Healthcare, education and manufacturing enterprises
- Public-service and nonprofit partnership offices

Learning Objectives

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

- Analyze strategic rationale and partnership options.
- Apply partner due diligence and selection criteria.
- Compare alliance, joint venture and consortium structures.
- Build governance, decision-rights and risk-allocation controls.
- Evaluate commercial terms, performance measures and dispute mechanisms.
- Build a Partnership and Joint Venture Decision File.

Course Agenda

Day 1: Define the Partnership Case

- Strategic Partnership Rationale and Value Map
- Build, Buy, Ally or Joint Venture Decision Matrix
- Partnership Objectives and Scope Charter
- Stakeholder, Capability and Dependency Analysis
- Initial Partnership Risk and Assumption Register

Day 2: Select and Assess Partners

- Partner Market Scan and Longlist Criteria
- Strategic, Commercial and Cultural Fit Scorecard
- Partner Due Diligence Workplan
- Financial, Legal, Operational and Reputation Review
- Partner Selection Recommendation Pack

Day 3: Structure Governance and Operations

- Alliance, Incorporated Joint Venture and Consortium Comparison
- Ownership, Contribution and Benefit-Sharing Model
- Board, Committee and Management Authority Map
- Reserved Matters and Decision-Rights Matrix
- Operating Model and Interface Responsibility Chart

Day 4: Negotiate Terms and Controls

- Negotiation Mandate and Issue Prioritization Grid
- Commercial Term Sheet and Contribution Schedule
- Risk Allocation and Liability Matrix
- Intellectual Property and Information-Control Checklist
- Competition, Confidentiality and Approval Considerations

Day 5: Govern Performance, Conflict and Exit

- Partnership Performance Scorecard and Review Cycle
- Issue Escalation and Dispute Resolution Ladder
- Deadlock Scenario and Resolution Options
- Change, Renewal, Transfer and Exit Mechanisms
- Capstone Exercise: Complete the Partnership and Joint Venture Decision File

Practical Exercises

The course uses suggested activities based on technology, infrastructure, healthcare and professional-services partnership scenarios.

- Suggested activity: test a growth objective against build, buy, alliance and joint venture options.
- Suggested activity: score two potential partners using strategic, commercial and cultural evidence.
- Suggested activity: design board authority, reserved matters and escalation routes.
- Suggested activity: negotiate a term sheet and allocate key risks between parties.
- Suggested activity: respond to a performance failure, deadlock and proposed partner exit.

FAQs

Who suits strategic partnerships and joint ventures training?

The training suits people who evaluate partners, shape collaborative ventures, negotiate commercial positions or oversee partnership governance and performance.

How does a strategic alliance differ from a joint venture?

A strategic alliance coordinates defined activities between independent organizations. A joint venture may use a jointly owned entity or a more formal shared-control arrangement, with agreed contributions, governance and economic interests.

What does partner due diligence cover?

Partner due diligence tests strategic fit, ownership, financial capacity, legal standing, capabilities, operating readiness, reputation, compliance exposure, culture and the evidence supporting proposed contributions.

What should joint venture governance define?

Joint venture governance should define board and management authority, reserved matters, voting and quorum rules, reporting, funding approvals, conflicts, escalation, performance review and accountability for shared decisions.

Why should exit planning begin before agreement?

Early exit planning clarifies transfer restrictions, valuation approaches, trigger events, default remedies, deadlock procedures, termination responsibilities and the treatment of assets, people, information and intellectual property.

Conclusion

Participants take back a Partnership and Joint Venture Decision File linking strategic rationale, partner evidence, structural options, governance, commercial terms, risks, performance controls and exit mechanisms. The file supports traceable decisions across strategy, business development, legal, commercial, finance and governance teams while preserving the need for jurisdiction-specific professional advice.