

# ONLINE COURSES

Partnering is not easy and getting results requires more than good intentions.

- Wanting to partner with others and don't know where to start?
- Looking to increase the value of your partnerships?
- Trying to resolve conflicts between partners?
- Feeling overwhelmed with too many relationships?
- Not sure how to stop a partnership and move on?
- Looking to partner faster with less cost?

Don't leave your partnerships to chance. **Partnering Essentials™** online courses will teach you how to partner and give you the skills you need to do it effectively and get results.

You can choose from individual courses on specific topics relevant to where you are in your partnering process or bundled packages to suit your level of knowledge and skill.

## Short Courses

### Key Topics

**\$90.00**

(inc GST)

- ✓ Individual Short Courses
- ✓ 2 hrs to complete
- ✓ Choice of 10 courses
- ✓ Assessment by quiz
- ✓ Certificate of Completion
- ✓ 2 CPD hours per course

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## Introduction to Cross Sector Partnering

### The Foundation

**\$215.00**

(inc GST)

- ✓ Short Courses 1 to 3
- ✓ 6 hrs to complete
- ✓ Focus on frameworks
- ✓ Vital preparation for partners
- ✓ Ideal for induction programs
- ✓ Assessment by quizzes
- ✓ Certificate of Completion
- ✓ 6 CPD hours

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## Partnering Essentials™

### Full Suite

**\$675.00**

(inc GST)

- ✓ All 10 short courses
- ✓ 20 hrs to complete
- ✓ Covers all frameworks and tools
- ✓ Includes case studies and exercises
- ✓ Video explanations & simulations
- ✓ Full **Partnering by Design™** process
- ✓ Equivalent to 2 day F2F course
- ✓ Assessment by quizzes
- ✓ Certificate of Completion
- ✓ 20 CPD hours
- ✓ Prerequisite for **Certificate Qualifications**

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**WHY PARTNER**

As our world becomes more complex, collaborating with organisations, departments & communities outside of our industry, supply chain or network, is essential. Doing things as we did in the past doesn't work anymore. We need to do things differently.

The **Partnering Essentials™** online courses will equip you with the practical skills required to effectively partner across all layers of business, government, education and community.

Designed for people & teams involved with or considering a partnership, the **Partnering Essentials™** online courses are the industry standard for anyone interested in harnessing the power of cross sector partnering.

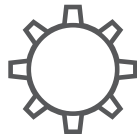
**OUR PROCESS**

Cross Sector Partnering is complex and challenging. Bringing people and organisations together from different sectors and keeping them together to deliver results is not easy. In our experience much of the partnering we see today is ad hoc, directionless and unproductive. This results in delays, extra costs, greater risks and diminished value for all involved.

Our **Partnering by Design™** methodology assists partners to co-design innovative solutions to complex issues and challenges. It guides partners through their partnering process efficiently and effectively and forms the basis for the **Partnering Essentials™** online courses. It's all about:



CREATING



DEVELOPING



SUSTAINING

"We learnt so much from the 2-day course and it has fundamentally changed the way we engage with our partners."

— **TIM LARKIN**,  
EXECUTIVE DIRECTOR PROGRAM  
DELIVERY,  
INDIGENOUS LAND &  
SEA CORPORATION

"The Partnering Essentials™ course has provided OZ Minerals with the tools to achieve long lasting partnerships in a modern mining environment."

— **GEOFF DEANS**,  
GROUP MANAGER SOCIAL  
PERFORMANCE,  
OZ MINERALS

"The Partnering Essentials™ course has enabled us to ready our workforce for the many challenges and changes in our business."

— **CARMEL MARSHALL**,  
DIOCESAN PLANNING &  
DEVELOPMENT MANAGER,  
CENTACARECQ

**SPEAK TO OUR SPECIALIST**



**IAN DIXON**  
MANAGING DIRECTOR  
DIXON Partnering Solutions

As an internationally recognised thought leader in the cross-sector partnering space, Ian's work lives at the crux of transformational change. Obsessed with tackling high-impact partnering initiatives, he's built an inimitable reputation throughout the Asia-Pacific region as the strategic advisor, executive mentor and independent mediator of choice for many corporate, government and NFP organisations.

Since 1999, Ian's programs have built the partnering capability of countless individuals, organisations and sectors, empowering a new breed of collaborative leader, fit for the future of work. Ian is Managing Director of DIXON Partnering Solutions a firm dedicated to solving tough problems and creating shared value.



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