



## Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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### COURSE BROCHURE

# Strategic Partnership Development For Local Economic Growth Training

Business, Commerce and Management Studies / Finance, Economics and Accounting

Unit Standard 110488 · NQF Level 6 · 12 Credits · 9 Days

## COURSE OVERVIEW

This course equips learners with the skills to identify, establish, and manage strategic partnerships that drive local economic growth. Participants will learn to analyze local economic contexts, negotiate mutually beneficial agreements, and evaluate partnership outcomes to foster sustainable development.

|                 |                                            |
|-----------------|--------------------------------------------|
| Category        | Business, Commerce and Management Studies  |
| Subfield        | Finance, Economics and Accounting          |
| Unit Standard   | 110488                                     |
| Accreditation   | SAQA Accredited · NQF Level 6 · 12 Credits |
| Duration        | 9 days                                     |
| Training Method | Online, On-Campus, In-House                |
| Certificate     | Issued via AATICD LMS – verifiable online  |

## LEARNING OUTCOMES

- Analyze the local economic landscape to identify potential strategic partnership opportunities.
- Design a partnership framework that aligns with local economic development goals.
- Apply negotiation techniques to establish formal partnership agreements.
- Implement monitoring and evaluation mechanisms to assess partnership impact on local growth.
- Demonstrate effective communication and conflict resolution skills within partnerships.
- Evaluate partnership outcomes and recommend improvements for sustained economic benefit.

## WHO SHOULD ATTEND

- This course is designed for professionals in economic development, local government, NGOs, and private sector organizations involved in community or regional growth initiatives.

## COURSE OUTLINE

### Day 1: Foundations of Strategic Partnerships

- Introduction to strategic partnerships: definitions and typologies
- The South African context: NDP, NGP, and local economic development (LED) frameworks
- Stakeholder mapping and analysis techniques
- Principles of collaborative advantage versus competitive advantage
- Case study: Successful local partnership models in SA
- Initial partnership readiness self-assessment

### Day 2: Partnership Ecosystem Analysis

- Tools for local economic diagnostics and opportunity identification
- Resource auditing: financial, human, technical, and social capital
- Analysing power dynamics and interest alignment among stakeholders
- Identifying catalytic projects for partnership development
- Workshop: Mapping your local partnership ecosystem

### Day 3: Partnership Design and Structuring

- Partnership models: contractual, collaborative, and integrated approaches
- Governance frameworks: steering committees, working groups, and reporting lines
- Developing terms of reference and partnership charters
- Risk identification and mitigation in partnership design
- Legal considerations and compliance requirements
- Practical session: Drafting a partnership agreement outline

### Day 4: Stakeholder Engagement and Negotiation

- Stakeholder engagement frameworks and communication plans
- Negotiation techniques: principled negotiation and interest-based bargaining
- Conflict resolution and consensus-building methodologies
- Building trust and managing expectations
- Cultural intelligence in multi-stakeholder environments
- Role-play: Negotiating a partnership agreement

### Day 5: Resource Mobilisation and Financial Sustainability

- Funding landscape: government grants, private sector investment, donor funding
- Developing business cases and investment proposals
- Blended finance models and innovative funding mechanisms
- Financial management systems for partnerships
- Monitoring partnership value for money and ROI
- Workshop: Developing a funding proposal for a partnership project

### Day 6: Implementation and Project Management

- Project planning: work breakdown structures, timelines, and milestones
- Performance management frameworks and KPIs for partnerships
- Change management in collaborative environments
- Problem-solving and adaptive management techniques
- Tools for collaborative project management
- Case study analysis: Partnership implementation challenges and solutions

### Day 7: Monitoring, Evaluation and Learning

- Developing MEL frameworks aligned with partnership objectives
- Data collection methods: quantitative and qualitative approaches
- Outcome mapping and contribution analysis
- Learning systems and knowledge management in partnerships
- Reporting to stakeholders and demonstrating impact
- Practical session: Developing a MEL framework for a partnership initiative

### Day 8: Advanced Partnership Challenges and Innovation

- Sustaining partnerships through leadership transitions and changing contexts
- Innovation in partnership models: digital platforms, social enterprises
- Scaling successful partnerships and managing growth
- Partnership exit strategies and legacy planning
- Technology applications for partnership management and collaboration
- Future trends in economic development partnerships

### Day 9: Integration and Action Planning

- Synthesis of key learning from the course
- Developing individual and organisational action plans
- Peer review and feedback on partnership plans
- Building communities of practice for ongoing learning
- Certification requirements and next steps
- Closing ceremony and commitment to action

## ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **12 NQF credits** at **NQF Level 6**.

## PRICING (PER DELEGATE, EX-VAT)

| Delegates | Training Method      | Price per Delegate | Total       |
|-----------|----------------------|--------------------|-------------|
| 1         | Online               | R 36,600.00        | R 36,600.00 |
| 1         | In-House             | R 47,600.00        | R 47,600.00 |
| 1         | On-Campus (Pretoria) | R 55,000.00        | R 55,000.00 |

## UPCOMING SESSIONS

| Start       | End         | Method    | Venue                      |
|-------------|-------------|-----------|----------------------------|
| 03 Aug 2026 | 13 Aug 2026 | On-Campus | Cape Town, South Africa    |
| 04 Aug 2026 | 14 Aug 2026 | On-Campus | Dubai, UAE                 |
| 05 Aug 2026 | 17 Aug 2026 | On-Campus | Pretoria, South Africa     |
| 05 Aug 2026 | 17 Aug 2026 | On-Campus | Lagos, Nigeria             |
| 06 Aug 2026 | 18 Aug 2026 | On-Campus | Johannesburg, South Africa |
| 07 Aug 2026 | 19 Aug 2026 | On-Campus | Mauritius                  |
| 10 Aug 2026 | 20 Aug 2026 | On-Campus | Dubai, UAE                 |
| 11 Aug 2026 | 21 Aug 2026 | On-Campus | Pretoria, South Africa     |

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

## HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit [www.aaticd.co.za](http://www.aaticd.co.za), open the page for this course (Unit Standard 110488) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to [apply@aaticd.co.za](mailto:apply@aaticd.co.za) – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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