



TRAINING COURSE for PARTNERING PRESENTED BY JOHN CARLISLE PARTNERSHIPS (SEA) Ltd

John Carlisle Partnerships (JCP) has worked with over 30,000 people and over 150 different Companies and organizations and Government Bodies all over the world in the implementation of co-operative working strategies, from preferred suppliers and partnerships to alliances and mergers. They have proved that co-operation is the most profitable strategy in a wide range of sectors and industries.

They are one of the leading consultancies in Europe for developing business relationships based on cooperation and their work in Hong Kong is built from this solid platform. They have played a key role in developing partnering relationships for MTRC projects and they are currently helping many Government and private sector organizations involved in construction and other industries in Hong Kong.

This is a one day course.

OBJECTIVES

- Comprehensive understanding of the principles of partnering
- Understanding the importance of changing attitudes and behaviours based on adversarial business relationships to those based on cooperation
- How to set up joint improvement teams
- How to structure and manage the change

INTENDED FOR

Senior and middle management

FEE

HK\$..... per participant includes for JCP course handouts and APM Partnering Guidelines.

Register Now!

John Carlisle Partnerships (SEA) Ltd.

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KEY TOPICS

- Principles, concepts and means of implementing the partnering way of working
- Obtaining and utilizing partners' expertise and commitment to enhance performance
- Building trust and cooperation between partners
- Developing mutually beneficial objectives and measuring performance.
- Identifying the needs of each partner to ensure the objectives are met
- Establishing structures and mechanisms to sustain the implementation of partnering and continuous improvement
- Identifying and implementing waste reduction and improvement opportunities
- Improving decision making processes, communication, delegation and problem solving skills
- Establishing essential partnering skills and competencies
- Examples of successful partnering in Hong Kong and elsewhere
- APM Guidelines to Partnering in Hong Kong