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## An Introduction to Cross-Sector Partnering - Ottawa Ontario, March 9th, 2010

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### Objective

Meeting the challenges of sustainable development requires time and resources that are often beyond the scope of any one organisation. Partnerships can be a powerful framework for addressing these challenges.

Fundamental to establishing and nurturing successful partnerships, however, is a well-developed case supported by a critical set of partnering skills and competencies.

EEM Inc. in association with The Partnership Initiative (TPI) and the International Business Leaders Forum (IBLF) will be offering a 1-day course focused on preparing individuals and organisations to undertake effective cross-sector partnering.

### Who is it for?

This workshop is aimed at individuals from the public, private and not-for-profit sectors whose organisations are establishing partnerships or already working in partnerships. The workshop is equally applicable to senior executives and managers seeking to better understand the importance and value of cross-sector partnering.

### Specific goals

By the end of the course, participants will:

- Be familiar what constitutes a cross sector partnership, its various forms and their potential applicability to a participant's working context;
- Understand the case for cross-sector partnership and how to build this case within their individual organisations as well as to potential partners;
- Appreciate the challenges of working in partnership and strategies for becoming a partnership organisation;
- Understands what constitutes good partnering behaviour;
- Be equipped with strategies to make their organisations more effective partnering organisations;
- Understand the 'Partnering Cycle' - a lifecycle framework for the development and management of partnerships;
- Appreciate the roles and skill-sets of individuals brokering partnerships;
- Be provided access to guidance and resources to support the partnering journey.

### Who is running the workshop?



The workshop will be presented by Christian Matossian, Vice-President of Social Performance at EEM inc. and colleague Robert Cole, both of whom are accredited Partnership Brokers under the Partnership Brokers Accreditation Scheme (PBAS) and have extensive experience brokering multi-sector partnerships in Canada and Internationally.

Much of the material will be based on the pioneering partnering tools and courses developed by the International Business Leaders' Forum and in extensive use all over the world.

### When and where will it take place?

March 9th, 2010, 9AM-5PM  
Federation of Canadian Municipalities  
325 Dalhousie Street, Ottawa, Ontario

### Costs

\$550 + taxes

This cost includes the 1-day training, all course materials as well as lunch + coffee & refreshments during the breaks.

### Contact information

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