

A central graphic featuring a blue circle containing a photograph of two hands shaking in a firm grip. The hands are wearing dark suit sleeves. The background of the circle shows a blurred city skyline with tall buildings.

Growth via Strategic Partners or JVs *Perhaps?*

Summary

This session helps SME executives, directors, founders and managers to evaluate and optimise their partnering plans and considerations.

Recommended Attendees

Owners

Executives

Founders

Partner & Channel Managers

Objectives & Outcomes:

Having completed this brief session, the attendee will be able to;

- 1) Determine the overall rationale for a partnership/JV
- 2) Understand how to identify the correct partners
- 3) Understand how to pitch and propose with partners
- 4) Determine next actions

Topics

The 3Ps

The 5(6)Cs!

The Four Pillars of Partnering

Next Actions

Previous Feedback

"Mike is someone who gets results. In dealing with business partners he is able to balance long term strategic thinking with the need to achieve commercial success in the short term."

"The doors you have pointed me towards have moved us into a strong place, and we're on a hyper-scaling programme with a major global IT vendor."

"Mike will be an asset to any business that is looking to build out it's partner business and Mike is the person that can set the structure and bring in the returns."."

"Mike has a rare blend of technical & business acumen which enables him to spot an opportunity in the market and execute it profitably. He strongly believes in "Execution is the missing link between aspirations and Results. As they say, "You want to put your best people on opportunities and not problems". For us, Mike fits the bill."

Designer & Facilitator: Michael Bradley



Highly Experienced Strategic & Corporate Development Adviser

An award-winning strategic and corporate development expert, who has driven and delivered profitable growth for SME and MNC businesses, by optimising leading-edge technology over the decades, with, to and through partnerships, joint-ventures and M&A across international markets, in both traditional and technology sectors, as well as having strategic directional involvement in education, charity & political sectors.



Duration

Approximately
45-60 mins

Location

Online

Basis of Charge

£75 per head

Payment Terms

50% in advance - 50% on completion

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