

COURSE OVERVIEW TM0156-3D

Building Alliances, Influencing Stakeholders & Leading Change

Course Title

Building Alliances, Influencing Stakeholders & Leading Change

Course Date/Venue

Session 1: July 26-28, 2026/Sur Meeting Room,
Royal Tulip Muscat, Muscat, Oman
Session 2: December 20-22, 2026/Tamra
Meeting Room, Al Bandar Rotana
Creek, Dubai, UAE



Course Reference

TM0156-3D



Course Duration/Credits

Three days/1.8 CEUs/18 PDHs

Course Description



This practical and highly-interactive course includes various practical sessions and exercises. Theory learnt will be applied using our software tools.



Collaboration can create new opportunities for competitive advantage, open new markets and broaden organizational capabilities. However, along with new opportunity, it creates a new set of management challenges. Managing Partnerships and Strategic Alliances equips executives with a deep understanding of the strategic purpose and value of partnerships and alliances. You will learn to analyse the when, why and how of effective collaboration and gain concrete skills for managing partnerships.



This course will deepen your understanding of the strategic foundation, the governance structure and the dynamics of the collaborative process. The course discusses the problems and stumbling blocks in selecting, negotiating and managing alliances. Unlike many alliance courses, this course offers you the rare opportunity to learn from targeted case studies by scrutinizing the overall evolution of the challenges encountered by these organizations, the course offers you an unparalleled opportunity to significantly improve your ability to assess potential alliances in depth, design them, and lead them to create long-term value for your organization.

The course rests on the hypothesis that irrespective of industry setting or specific goals, strategic partnerships can be analyzed along a few basic design parameters, and managing them involves similar processes and problems. The various forms of strategic partnership covered in this course are outsourcing agreements (BPO), minority equity investments, equity alliances, joint ventures, and acquisitions.

Participants of the course will be able to identify the contribution alliances that can make in developing and implementing the strategy; design effective alliances; acquire specific frameworks in partner selection, network development and alliance design; gain insights for bridging and leveraging cultural differences across organizations; build skills to help effectively address cultural issues, build mutual trust and capture value; build cross-organizational alliance implementation skills; develop management approaches for anticipating and resolving tensions and conflicts at every stage in the collaborative process; develop methods for effectively sharing knowledge with partners; and understand what knowledge to share and how, according to the assessment of partners' expectations and the nature of knowledge.

Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain a comprehensive knowledge on managing strategic alliances and partnership
- Discuss why partnership matter and design effective alliance
- Recognize the corporate transformation through partnership and minority equity investment
- Carryout total outsourcing to a strategic partner
- Build skills to effectively address cultural issues, mutual trust and capture value
- Explain partnership as an organizational capability and manage a network of partners
- Develop methods for effectively sharing knowledge with partners
- Employ collaborative approach of strategic alliances in petrochemical industry
- Analyse the results from capital project alliances between oil and gas operators and contractors

Exclusive Smart Training Kit - H-STK®



*Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.*

Who Should Attend

This course provides an overview of all significant aspects and considerations of managing partnership and strategic alliances for vice presidents, directors, managers, leaders across all functional areas and any other experienced managers involved in any stage of a strategic alliance or partnership process from choosing this strategy to managing the relationship. Further, the course is important for business development management and staff.

Course Certificate(s)

Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.


Certificate Accreditations

Haward's certificates are accredited by the following international accreditation organizations: -

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British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

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The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units (CEUs)** in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **1.8 CEUs** (Continuing Education Units) or **18 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Dr. Chris Le Roux, PhD, M.Com, B.Com (Hons), PMP, Industrial Psychologist (HPCSA Reg.), PMI-ATP Instructor PMI-PMP, PMI-CAPM Instructor is a **Senior Management Consultant & Project Management Professional** with over **30 years** of combined engineering, managerial, consulting, counseling, and international training experience across Africa, the Middle East, the Gulf region, and Europe. His expertise lies extensively in the areas of **Project & Contracts Management Skills, Project & Construction Management, Project Planning, Scheduling, Cost Control, and Earned Value Management, Project Management (Predictive, Agile, and Hybrid), PMO setup and governance, Project Delivery & Governance Framework, Project**

Management Practices, Project Management Disciplines, Risk and Contract Management (including contract development, tendering, dispute resolution, and claims), **Risk Identification Tools & Techniques, Project Life Cycle, Stakeholder Management and Communication, Performance Coaching and Difficult Conversations, Project Management Processes, Project Integration Management, Project Management Plan, Project Work Monitoring & Control, Project Scope Management, Project Time Management, Project Cost Management, Project Quality Management, Quality Assurance, Project Human Resource Management, Project Communications Management, Leadership Orientation Programme, Leadership & Team Development, Psychology of Leadership, Interpersonal Skills & Teamwork, Coaching & Mentoring, Innovation & Creativity, Leadership & Performance Management, Leadership Communication, Leadership Excellence for Senior Management, Supervisory, Leadership, Coaching & Mentoring, Leadership, Communications & Interpersonal Skills, Administrative Leadership Skills, Office Management & Administration Skills, Contract Management, Tender Development, Contract Standards & Laws, Dispute Resolution & Risk Identification, Myers-Briggs Type Indicator (MBTI), Organization Development Consultation, Advanced Debriefing of Emotional Trauma, Interpersonal Motivation, Model Based Interviewing, Coaching & Motivation, Creative Thinking & Problem-Solving Techniques, Emotional Intelligence and Resilience, Presentation Skills, Communication & Interpersonal Skills, Effective Communication & Influencing Skills, Effective Business Writing Skills, Writing Business Documents, Business Writing (Memo & Report Writing), Controlling Your Time & Managing Stress, Crisis Management and Decision-Making Under Pressure; and Customer Experience, Service Excellence, and Negotiation Skills, Strategic Human Resources Management, Change Management and Organizational Development, Human Capital and Talent Management (succession planning, performance management, competency frameworks, and behavioral assessment), Strategic Planning and Execution, Project Risk Analysis & Risk Management, Global Diverse & Virtual Teams Operation, Exceeding Customer Expectations, Corporate Governance Best Practice, Business Performance Management & Improvement, Building Environment of Trust & Commitment, Win-Win Negotiation Strategies, Quality Improvement & Resource Optimization, Neuro Linguistic Programming (NLP), Personal Resilience Developing, Effective Role Modelling & Development, Managing Dynamic Work Environments, Organizational Development, Career Management, Situation & Behaviour Analysis, Interpersonal Motivation Skills, Inventory Management and Financial Administration. Further, he has also led or supported Training Needs Analyses (TNA), large-scale capability development programs, and leadership pipelines for technical, operational, and graduate employees.**

During his career life, Dr. Le Roux has gained his academic and field experience through his various significant positions and dedication as the **Training & Development General Manager, Departmental Head (Electrical), Project Manager, Account Manager, Commercial Sales Manager, Manager, Sales Engineer, Project Specialist, Psychology Practitioner, Senior Consultant/Trainer, Business Consultant, Assistant Chief Education Specialist, ASI Coordinator, Part-time Lecturer/Trainer, PMP & Scrum Trainer, Assessor & Moderator, Team Leader, Departmental Head, Senior HR Consultant, Senior Lecturer / Academic Supervisor, Technical Instructor/Qualifying Technician, Apprentice Electrician: Signals, International Trainer, and Part-Time Electrician** from various companies and universities such as the South African Railway (SAR), Department of Education & Culture, **ESKOM**, Logistic Technologies (Pty. Ltd), Human Development: Consulting Psychologies (HDCEP) & IFS, Mincon, Eagle Support Africa, Sprout Consulting, UKZN, Grey Campus, Classis Seminars and CBM Training.

Dr. Le Roux has a **PhD in Leadership in Performance & Change**, a **Master's degree in Human Resource Management**, a **Bachelor's degree (with Honours) in Industrial Psychology**, a National Higher Diploma and a National Technical Diploma in **Qualified Electrical & Mechanical Engineering** from **Germiston College, South Africa**. Further, he is a **Certified Project Management Professional (PMP)**, a **PMI Authorized Training Partner (ATP) Instructor**, a **Certified Associate in Project Management (PMI-CAPM)**, a **Certified Scrum Master Trainer** by the VMEdu, a **Certified Instructor/Trainer** and a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management (ILM)**. Moreover, he is a **Registered Industrial Psychologist** by the Health Professions Council of South Africa (HPCSA), a **Registered Educator** by the South African Council for Educators (SACE) and a **Registered Facilitator, Assessor & Moderator** with Education, Training and Development Practices (ETDP) SETA. He has further delivered numerous trainings, courses, seminars, conferences and workshops globally.



Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Learning Design & Customization

This course can be customized to the exact requirements of clients. Haward Technology is so proud of our huge capabilities in tailoring our courses to the training needs of our valued clients.

Course Fee

US\$ 3,750 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the course for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1

0730 – 0800	<i>Registration & Coffee</i>
0800 – 0815	<i>Welcome & Introduction</i>
0815 – 0830	PRE-TEST
0830 – 0930	<i>Why Partnerships Matter?</i>
0930 – 0945	<i>Break</i>
0945 – 1030	<i>Designing Effective Alliances</i>
1030 – 1100	<i>Corporate Transformation through Partnerships</i>
1100 – 1140	<i>Stages of Building & Managing Successful Partnerships</i>
1140 – 1215	<i>Effective Negotiation & Building Long-Term Relationships</i>
1215 – 1230	<i>Break</i>
1230 – 1315	<i>Analyzing the Partnership Environment & Selecting Appropriate Partners</i>
1315 – 1420	<i>Minority Equity Investments</i>
1420 – 1430	Recap
1430	<i>Lunch & End of Day One</i>

Day 2

0730 – 0815	<i>Total Outsourcing to a Strategic Partner</i>
0815 – 0900	<i>Case Study Petrochemical Alliance</i>
0900 – 0930	<i>Types of Partnerships & Strategic Relationships (Local, International, Between the Public and Private Sectors, etc.)</i>
0930 – 0945	<i>Break</i>

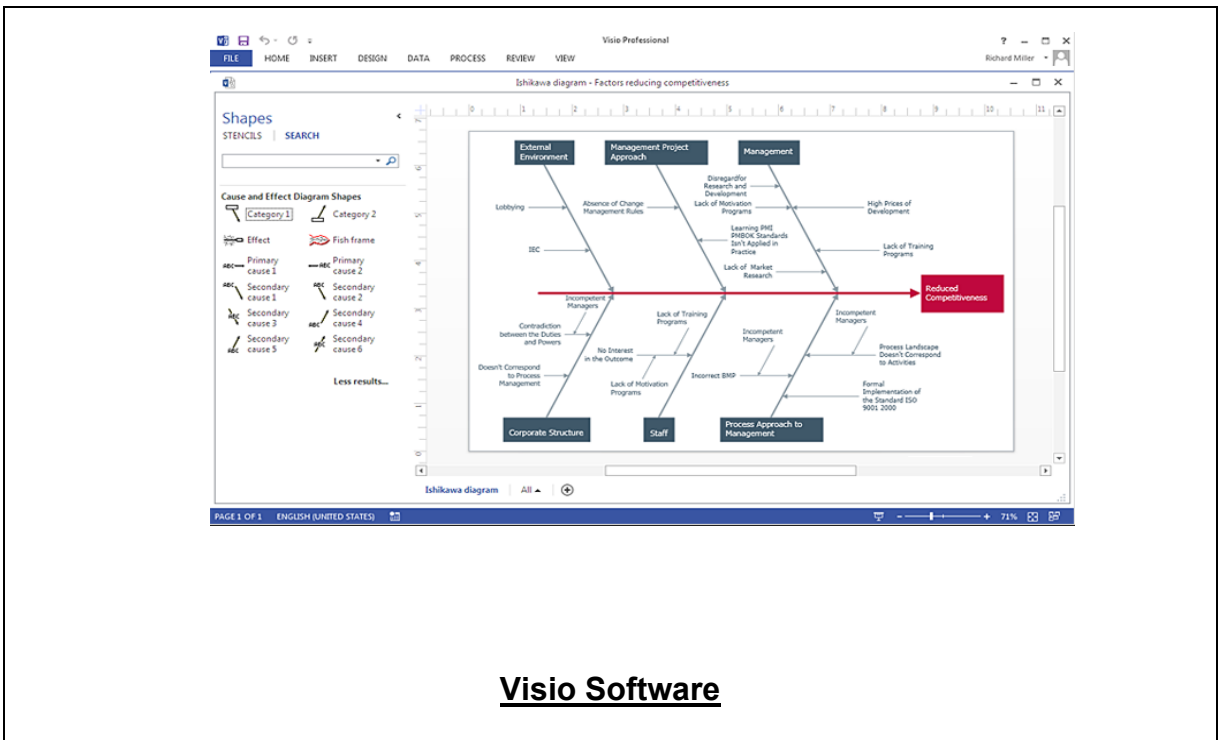
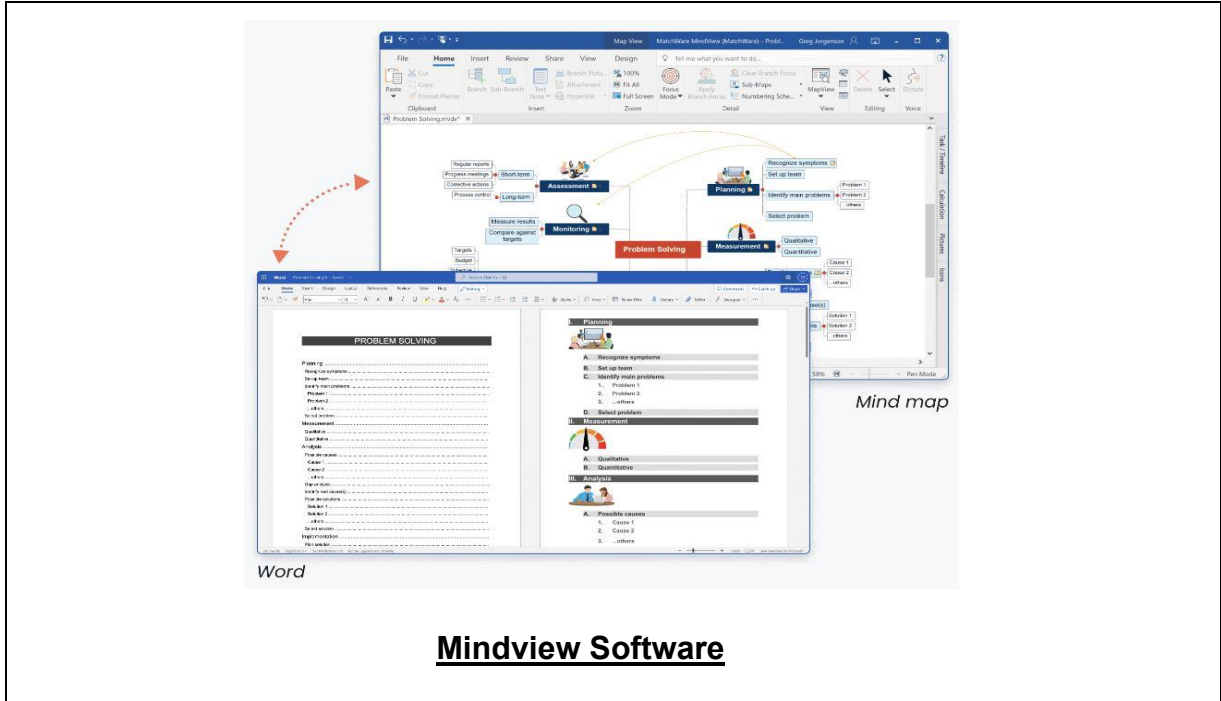
0945 – 1030	<i>Group Assignment Evaluate the Announcements of Strategic Partnerships by Analyzing the Value Creation Logic in such Partnerships</i>
1030 – 1100	<i>The Concept of Strategic Partnerships and their Importance in Achieving Institutional Goals</i>
1100 – 1130	<i>Managing Contracts & Strategic Agreements</i>
1130 - 1200	<i>Building Skills to Help Effectively Address Cultural Issues</i>
1200 – 1215	<i>Break</i>
1215 – 1315	<i>Building Mutual Trust & Capture Value</i>
1315 - 1420	<i>Partnership as an Organizational Capability</i>
1420 – 1430	<i>Recap</i>
1430	<i>Lunch & End of Day Two</i>

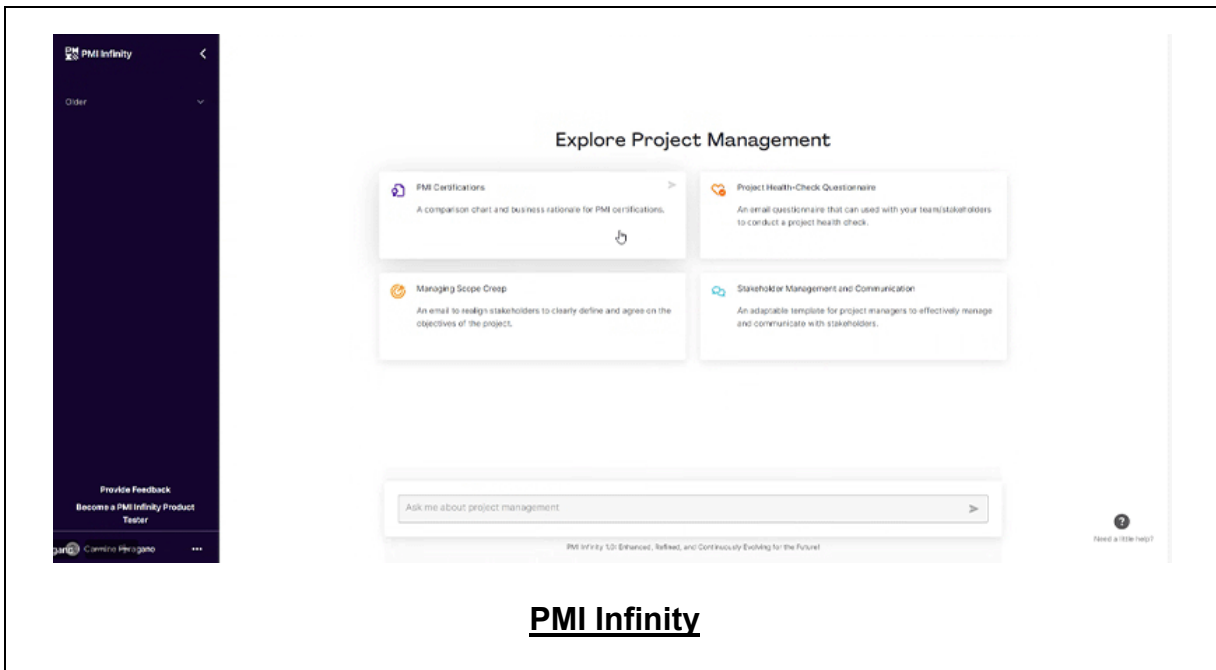
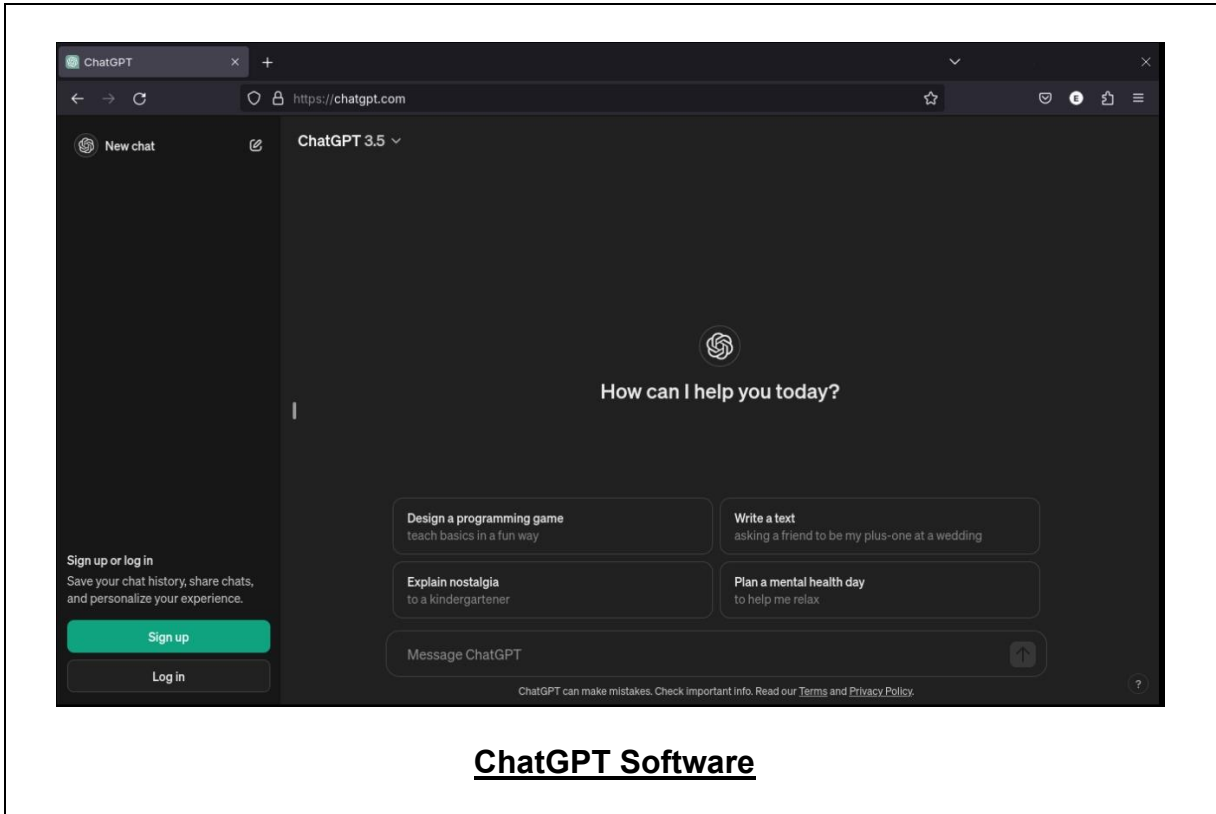
Day 3

0730 – 0830	<i>Managing a Network of Partners</i>
0830 - 0930	<i>Evaluating the Performance of Partnerships & Ensuring their Sustainability</i>
0930 – 0945	<i>Break</i>
0945 – 1030	<i>Developing Methods for Effectively Sharing Knowledge with Partners</i>
1030 – 1115	<i>Practical Applications and Case Studies on Successful Partnerships</i>
1115 - 1215	<i>More Collaborative Approach of Strategic Alliances in Petrochemical Industry</i>
1215 – 1230	<i>Break</i>
1230 - 1345	<i>Results from Capital Project Alliances Between Oil & Gas Operators & Contractors</i>
1345 - 1400	<i>Course Conclusion</i>
1400 – 1415	<i>POST TEST</i>
1415 – 1430	<i>Presentation of Course Certificates</i>
1430	<i>Lunch & End of Course</i>

Software Tools Demonstration

Practical sessions will be demonstrated through software tools during the course for delegates. Delegates will have an opportunity to understand the exercises using the “Mindview Software”, “Visio Software”, “ChatGPT” and “PMI Infinity”.





Course Coordinator

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