

A Selection of Our Most Popular Training

All courses are customized to ensure relevant case studies and to address learners' specific needs

Ask about a course or curriculum specifically designed for your organization

1

Key Practices and Tools

Alliance management basics focused on maximizing value stakeholders and partners recognize, adapted for a world of remote work

2

Alliance Risk Management

Identify and proactively address value eroding risks, preventing conflict and preserving trust

3

Alliance Startups

Establishing how partners work together, building trust, and overcoming differences takes on new meaning when face-to-face is no more

4

Governance Bootcamp

Give executives the mindset, skillset, and toolset they need to exercise true collaborative leadership and guide alliances to success

5

Digital Health Alliances

Examine how the pandemic has accelerated the digital transformation of healthcare and the nuances of partnering with technology companies

6

Delivering Value

Focus on what matters most to stakeholders to create visibility and awareness of the value of alliance management to the organization

7

Collaboration

Help alliance team members learn to effectively engage with partners, building understanding and trust, yet respect corporate boundaries

8

Collaborative Problem Solving

Learn a 5-step process for innovatively resolving complex issues that maximizes value for all