

# € TRAINING

Outreach and Partnership



12 - 16 August 2024  
Rome (Italy)



# Outreach and Partnership

REF: Z2551 DATE: 12 - 16 August 2024 Venue: Rome (Italy) - Fee: 5940 Euro

## Introduction:

This training program offers comprehensive instruction on cultivating meaningful connections and collaborations with external stakeholders. It equips individuals with the skills and techniques necessary to foster mutually beneficial partnerships and drive organizational success through strategic engagement efforts.

## Program Objectives:

At the end of this program, participants will be able to:

- Gain knowledge and skills necessary to plan and execute successful outreach campaigns.
- Provide strategies for identifying and engaging potential partners and stakeholders.
- Foster communication and negotiation skills essential for building strong partnerships.
- Enhance the ability to leverage partnerships for mutual benefit and impact.
- Develop and implement effective outreach and partnership strategies within their respective organizations.

## Targeted Audience:

- Outreach coordinators.
- Partnership managers.
- Community engagement specialists.
- Public relations professionals.
- Business development managers.
- Social entrepreneurs.
- Non-profit leaders and staff.

## Program Outline:

Unit 1:

### Understanding Outreach and Partnership:

- Introduction to Outreach and Partnership.

- Importance of Outreach and Partnership in Achieving Organizational Goals.
- Types of Outreach and Partnership Initiatives.
- Case Studies: Successful Outreach and Partnership Examples.
- Interactive Exercise: Identifying Outreach and Partnership Opportunities.

## Unit 2:

### Identifying and Engaging Stakeholders:

- Stakeholder Analysis: Identifying Key Stakeholders.
- Building Relationships with Stakeholders.
- Effective Communication Strategies for Stakeholder Engagement.
- Tools and Techniques for Stakeholder Mapping.
- Exercise: Developing a Stakeholder Engagement Plan.

## Unit 3:

### Developing Successful Outreach Campaigns:

- Planning and Strategy Development for Outreach Campaigns.
- Target Audience Identification and Segmentation.
- Message Development and Storytelling Techniques.
- Leveraging Different Outreach Channels: Online and Offline.

## Unit 4:

### Building and Nurturing Partnerships:

- Identifying Potential Partners: Criteria and Considerations.
- Approaching and Initiating Partnerships.
- Negotiation Skills for Partnership Agreements.
- Maintaining and Nurturing Partnerships Over Time.
- Case Study Analysis: Building Successful Partnerships.

## Unit 5:

### Monitoring, Evaluation, and Sustainability:

- Monitoring and Evaluation Frameworks for Outreach and Partnership Initiatives.
- Assessing Impact and Effectiveness of Outreach and Partnership Activities.
- Strategies for Sustainability: Ensuring Long-term Success.
- Action Planning: Implementing Lessons Learned.
- Reflection and Next Steps: Applying Outreach and Partnership Strategies in Your Organization.