

Managing Partnerships and Strategic Alliances

Understand the frameworks for successful partner selection and strategic alliances



Start Date
Nov 17, 2026



Duration
**4 days over
3 weeks**



Mode of Delivery:
Live Virtual



Programme Fee: **N850,000**



Overview

If you can borrow, why build or buy?

More than ever in today's climate, where uncertainty, disruptions and accelerating competition bring a need for dynamic organisations, alliances are a smarter, swifter, more reactive and a more economical way to pursue strategic opportunities, maximise inherent synergies and gain competitive advantages.

Although alliances often turn out more successful than acquisitions, they are by their very nature, notoriously difficult to plan, execute and maintain over time. How do you beat the odds and consistently make them work for you?

More so, how do you handle the innovations and disruptions brought by digitalisation and the convergence of technologies and industries?

Traditional hierarchical management skills and behaviour will not serve you well in alliances. You need to learn to exercise leadership and provide guidance and achieve influence without authority or clear reporting relationships. This requires a new, often counterintuitive, mindset of collaboration across organisations.

Structure and Curriculum

- Frameworks in partner selection
- Cross-organisational alliance implementation
- Network development and alliance design

Learning Objectives and Benefits

At the end of this programme, you will be able to:

- Understand the contribution alliances can make in developing and implementing your strategy
- Learn to design effective alliances. Acquire specific frameworks in partner selection, network development and alliance design
- Gain insights for bridging and leveraging cultural differences across organisations. Build skills to help effectively address cultural issues, build mutual trust and capture value
- Build cross-organisational 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. Understand what knowledge to share, and how, according to your assessment of partners' expectations and the nature of knowledge

Who Should Attend

This programme will benefit:

- Senior line managers and executives directly involved in running collaborative efforts and making the key decisions surrounding alliances and partnerships
- Executives involved in cross-company collaborations on a day-to-day basis and who are directly responsible for their outcome are likely to benefit most
- Board members responsible for joint ventures

Reservations/additional Information

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