

Tailor Made Training

TRAINING PROGRAMS CUSTOMIZED TO YOUR ORGANIZATION'S NEEDS.

Build capacity, get results.

In addition to building capacity for sustainability, our tailor made trainings are highly oriented towards achieving concrete results. Bringing team members and partners into intense exchange and project focused work can help bring strategic issues forward and produce concrete results.

KEY BENEFITS OF TAILOR-MADE TRAININGS

Improve Skills

- ▶ Manage complexity in projects
- ▶ Bring different interest groups together
- ▶ Learn how to engage stakeholders
- ▶ Design result-oriented processes
- ▶ Get high quality and sustainable results
- ▶ Leverage collective intelligence
- ▶ Develop dialogic facilitation skills

Cost efficient and flexible

Training your team on location can reduce travel and location costs. The price per participant is thus drastically lower than for individual training courses. You can specify the location, dates and number of participants. Two of our expert trainers will be made available to implement your Tailor-made training.

Customized to your needs

A customized training will meet the specific development goals of your organization and will focus on the concrete challenges and tasks facing your team and partners. Interviews with you, your team and your partners help define the parameters for the training.

Team Building

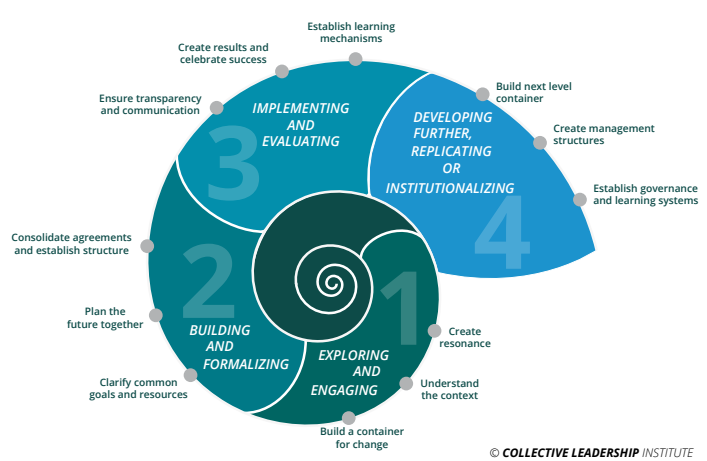
Bringing your team and partners together (max 26 participants) to work on a specific training goal can have a trickle down effect on how they continue to work together after the training.

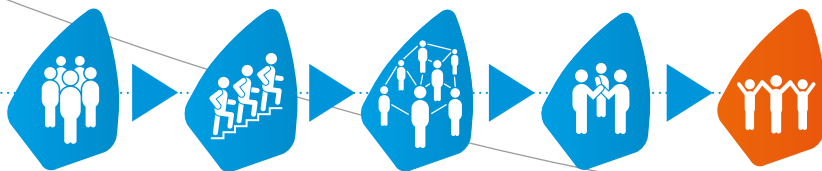
Throughout the course, participants partake actively in practical exercises based on their concrete needs, applying practical tools and thereby accomplishing tasks directly relevant to their work. The combination of theory, personal reflection and practical exercises helps build stronger trust and relationships within the group.

Our innovative methodology

We work with the **Dialogic Change Model** (picture below) developed and proven over time by the CLI.

The four phases will guide you through complex processes with practical tools and will help you to design more successful cooperation with stakeholders.





NEXT LEVEL LEARNING

Imbedded into our Integrated Capacity Building, Tailor Made Trainings are further supported by our web-based capacity building website **StakeholderDialogues.net** to make learning an ongoing process.

This learning space is directed towards practitioners from the private sector, the public sector and civil society organizations. It conveys the methodology that empowers you to make stakeholder collaboration work, face global challenges, and secure your competitiveness while operating in a sustainable way. Unlike conventional approaches, StakeholderDialogues.net equips you with an integrated system that makes a difference and has a real impact on your multi-stakeholder environment.



OUR RANGE OF PRODUCTS



Stakeholder Dialogues

Cooperation with different partners can be easy, if you know how to engage them in result-oriented dialogues. Learn how to build long-term relationships with stakeholders from various sectors and get sustainable results quicker.



Process Designs for Stakeholder Engagement

Leverage your personal skills in implementing and facilitating complex cooperation processes to the next level! Consolidate your knowledge of the CLI's unique approach, review and adjust your strategies in the preparation and implementation of your Stakeholder Dialogue.



Dialogic Facilitation

Let's foster the art of thinking together – by improving dialogue as a stance. Learn new tools for dialogic facilitation and develop your own personal leadership and communication styles in Stakeholder Dialogues.



Stakeholder Engagement

Successfully transition from simple stakeholder management to dialogic stakeholder engagement with tools such as stakeholder analysis, strategies for engagement, relationship-building, stakeholder motivation, and dialogue as a tool for innovation.



Collective Leadership

Essential Concepts and Skills Development for Effective Co-Creation in Complex Change Processes. A capacity building program for those who lead sustainability initiatives and cross-institutional cooperation projects.

Interested?

Contact Sabine Heckmann for more details on how CLI's Curriculum can be tailored to suit your needs:

Collective Leadership Institute

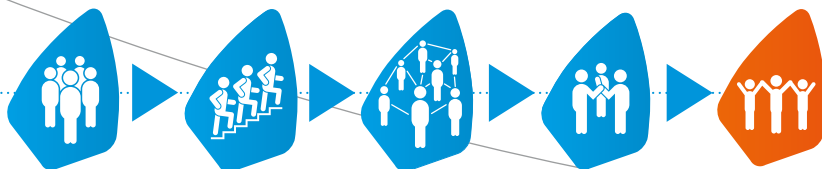
Kurfürstenstraße 1, 14467 Potsdam, Germany

Phone: +49 (0) 331 581 65 96-0, Fax: +49 (0) 331 581 65 96-22

Email: sabine.heckmann@collectiveleadership.com

Building Competence for Sustainability

WWW.COLLECTIVELEADERSHIP.COM



WHAT WE OFFER



A 4-day tailor-made capacity building program based on the course of your choice of the Collective Leadership Institute's (CLI) standard educational program. For the tailor-made course, the program will be designed with a focus on project or country specific objectives, including a review and analysis of the project, preparatory interviews with participants, facilitation design and all training material, implementation of the course with 2 facilitators, debriefing with option of follow-on capacity building, a debriefing report with recommendations, all in close communications with the core team.

CONDITIONS

TUITION FEES

The tailor-made course may be booked for a minimum of 16 participants. The tuition fee is 1,500 € per participant. This fee includes preparation and facilitation of the tailor-made course as outlined above and includes all training material.

For groups of more than 16 participants: For each additional participant beyond 16, a fixed fee of 500 € applies. The maximum number of participants per course is 26.

Daily allowances, travel costs, and accommodation for the participants are not included in the tuition fee.

TRAVEL EXPENSES

The requesting institution bears the cost of daily allowances, accommodation, all related travel expenses for both trainers (including e.g. visa fees, transport to and from airport/venue etc). These costs will be calculated according to the regulations of the German Ministry of Finance.

Economy class flights will be purchased for total travel times up to 9 hours. For longer travel, business class flights will be procured. The trainers need to arrive 2 days before the official beginning of the course.

The costs for daily allowances, accommodation, all related travel expenses for the two trainers will be apportioned onto the tuition fee per participant for billing purposes.

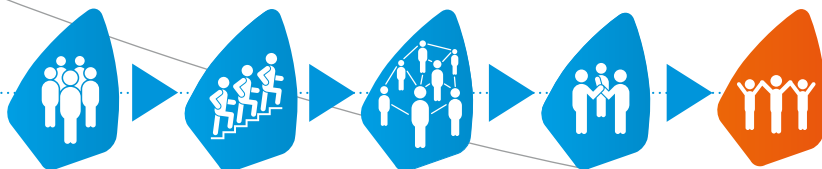
VENUE

Arrangement of venue, transport of participants and other organizational issues related to the course are the sole responsibility of the requesting institution. The CLI gladly offers guidelines for venue selection and arrangements, if requested.

Interested?

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 Kurfürstenstr. 1, 14467 Potsdam, Germany
 Phone: +49 (0) 331 581 65 96-0, Fax: +49 (0) 331 581 65 96-22
 Email: sabine.heckmann@collectiveleadership.com



REGISTRATION FORM

I would like to officially register for the tailor-made course:

- The Art of Stakeholder Collaboration 1
- The Art of Dialogue
- The Art of Stakeholder Collaboration 2
- Stakeholder Engagement
- The Art of Leading Collectively

Number of participants: Training date:

Training language: Location:

Person responsible for registration:

First Name: Name:

Organisation: Position:

Current Project:

Address:

Country: Phone:

Fax: Email:

Invoice recipient:

First Name: Name:

Organisation: Position:

Address:

Country: Phone:

Fax: Email:

Please provide a separate list with names of participants with the registration, the final list needs to be submitted to CLI latest 1 week before the seminar. The management of invitation of individual participants is the responsibility of the requesting project/institution.

Registration: Please send the complete form via fax to +49 (0) 331 581 65 96-22 or as a pdf document to sabine.heckmann@collectiveleadership.com.

Mode of payment: After the formal registration the CLI will invoice the tuition fees (1.500 € p.p. for a group of 16 people, plus apportioned travel expenses). For every additional participant beyond 16 a fixed fee of 500 € applies. The maximum number of participants per course is 26. The travel and accommodation cost as well as allowances for two facilitators will be distributed proportionally to the tuition fees per person.

Cancellation fees: Any cancellation after formal registration will lead to a cancellation fee. For cancellations received eight (8) weeks prior to the course 30%, for any cancellations received thereafter 50%, later than four (4) weeks prior to the course 100% of the course fee is due. Cancellation fees do not apply, if participants are replaced.

I hereby consent to the terms and conditions of the Collective Leadership Institute's educational program.

Date:

Signature: