

**COLLECTIVE  
LEADERSHIP  
INSTITUTE**

# The Art of Stakeholder Collaboration<sup>1</sup>

Key concepts and competencies for achieving common goals.

🕒 8 - 11 NOVEMBER 2016 📍 CAPE TOWN, SOUTH AFRICA 🗣️ English 💰 Tuition fee: € 1.650

## COURSE DESCRIPTION

Stakeholder Collaboration has been recognised as critical to finding solutions to the complex challenges of sustainable development. **The Art of Stakeholder Collaboration 1** is the foundation course to the Collective Leadership Institute's Skills Development Programme.

In this course, you will build your strategic abilities and implementation skills in stakeholder engagement, dialogue, and collaboration processes for high impact solutions.

## YOUR KEY TAKE-AWAYS

- ▶ Learn how to successfully implement stakeholder collaboration through the application of the *Dialogic Change Model*
- ▶ Understand the business case for co-creative stakeholder engagement
- ▶ Learn how collective intelligence, commitment, and ownership can emerge
- ▶ Produce a stakeholder network map to prioritise engagement activities
- ▶ Develop new engagement strategies to minimise unproductive conflict and a methodology to create sustainable partnerships

## CONTACT US

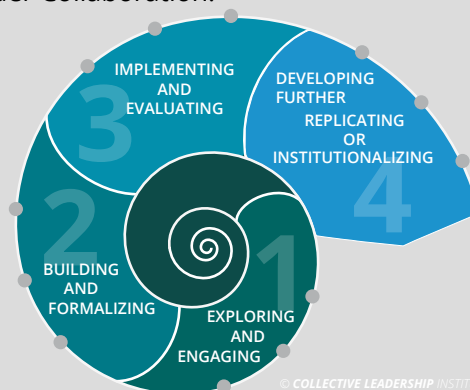
We are offering **special discounts for early bird registrations** and for the **participation of teams** of at least 3 persons. Please contact Lulekwa Gqiba for further information and registration forms for one of our course.

Phone: +27 21 462 3902 or +49 (0)331581659618 (German office)  
E-Mail: [lulekwa.gqiba@collectiveleadership.com](mailto:lulekwa.gqiba@collectiveleadership.com)

For more information also visit our website:  
[www.collectiveleadership.com](http://www.collectiveleadership.com)

## THE DIALOGIC CHANGE MODEL

The Dialogic Change Model is a methodology that has been developed by the Collective Leadership Institute. It is based on successful implementation of Stakeholder Collaboration.



## STAKEHOLDER COLLABORATION ACCREDITATION SCHEME (SCAS)

**Collect credits** with every course or enrol for the SCAS and become an **Accredited Stakeholder Collaboration Expert** to work with the Collective Leadership Institute's methodology.



## TAILOR-MADE TRAINING

**Customise our courses to your needs** or to the needs of your stakeholder collaboration system. Our tailor-made trainings are highly oriented towards achieving concrete results, **bring team members and partners into intense exchange**, focus on project work, and help bring strategic issues forward.

## STAKEHOLDERDIALOGUES.NET

**Join our community for dialogue & collaboration** to stay up-to-date, learn online, use our toolbox, and exchange best practices with others:

[www.StakeholderDialogues.net](http://www.StakeholderDialogues.net)





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## WHAT IS THE ART OF STAKEHOLDER COLLABORATION?

Stakeholder Collaboration can become a vital contribution to making our world more sustainable, as a key methodology for finding solutions to complex challenges, new forms of governance or learning of innovation processes. Whether you fail or succeed at that, depends less on a rigid instrument or a rigid blueprint of actions than it does on your ability to learn the art of engaging others for collaborative change.

**Stakeholder Collaboration is the art of respectfully turning differences into progress.** But as with all arts, there are skills you need to develop in order to succeed, to know when and how to use dialogue, and when to take action. This course is based on the combined experience of our experts and of hundreds of alumni from more than 105 countries, active in the public sector, the private sector, and civil society. It focuses on understanding success factors in Stakeholder Collaboration. After this course you will be able to initiate and implement Stakeholder Collaboration successfully.

## COURSE FACULTY

### Lulekwa Gqiba

*Senior Project Manager & Facilitator at the  
Collective Leadership Institute*



Lulekwa is CLI's accredited Stakeholder Collaboration Facilitator, with 13 years of combined project management experience gained from working in government, a research institute and internationally operating NGOs. At CLI, Ms. Gqiba plans, manages and facilitates trainings as well as advisory services in Africa and trainings in Germany. Lulekwa's particular interest is in exploring emerging trends around sustainability in Africa's next generation of leadership.

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### Nomvula Dlamini

*Senior Associate at the  
Collective Leadership Institute*



Nomvula is currently the director of the Community Development Resource Association (CDRA), a civil society organisation based in Cape Town, South Africa. As a facilitator of social processes with organisations working in social change, her expertise is in the fields of organisation development, facilitation of transformation processes, leadership coaching, evaluations/reviews, stakeholder dialogues and collaborations, mentorship and action research processes in search of innovative practices that improve developmental impact.

## OUR REPUTATION

Founded in 2005 with offices in Germany, South Africa and the United States, the Collective Leadership Institute is an international non-profit organisation with the **mission to scale up collaboration skills for a sustainable future**. Our capacity building approach **empowers people and organisations** to address sustainability challenges successfully with a focus on **high quality stakeholder collaboration, dialogic change and collective leadership**.

With our sound experience and in-depth knowledge we support Multi-Stakeholder Dialogues (MSD), Public Private Partnerships (PPP), Cross-Sector-Partnerships, Public-Private Dialogue (PPD) and Collaborative Change Management. Our conceptual and practical experience in making large systems stakeholder collaboration work includes amongst others initiatives such as dialogue and collaboration structures for improved **water and natural resources management**, stakeholder collaboration in **climate change responsibility**, responsible **supply chain initiatives**, or multiple local, regional and international **action networks**.

Thanks to our proven methodologies, excellent reputation and achieved impact, the Collective Leadership Institute is **one of the world's leading mission-driven organisations** in the field of making collaboration for sustainability work. More than **2000 alumni** of our programmes being professionally active in more than **100 countries**, as well as more than **25 successfully supported projects** showcase our experience in helping to shift multi-actor collaboration to deliver tangible results in change initiatives.



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## REGISTRATION FORM

I would like to officially register for the **The Art of Stakeholder Collaboration 1** course.

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Have you previously attended any of our courses?

yes ☐

no ☐

Mrs./Mr.:

First Name:  Name:

Organisation:

Position:

Current Project:

Address:

Country:

Phone:

Invoice Details:

Email:

Private Email:

Do you (wish to) take part in the Stakeholder Collaboration Accreditation Scheme?

yes ☐

no ☐

please send me more information ☐

**Registration:** Please send the complete form with invoice details via fax to +49 (0) 331 58 16 596-22 (German office) or as a PDF document to [lulekwa.gqiba@collectiveleadership.com](mailto:lulekwa.gqiba@collectiveleadership.com).

**Tuition Fee:** The amount is €1,650 (7% VAT if required) and includes the costs for the training with all supporting materials and an extensive course fieldguide, a networking event, food and beverages during the days (coffee breaks and lunch break).

**Mode of payment:** After your formal registration we will send you an invoice. The tuition fees will be due 10 days after receipt of the invoice, latest 2 weeks before the start of the course. We kindly ask you to organize your overnight stay yourself. We will be glad to assist you in this respect.

**Discounts:** For the participation of teams of at least 3 persons we have a special discount available. Please contact us for further information via e-mail: [lulekwa.gqiba@collectiveleadership.com](mailto:lulekwa.gqiba@collectiveleadership.com).

**Cancellation fees:** up to 8 weeks prior to the course 30%, up to 4 weeks prior to the course 50%, after this 100% of the course fee. In case you find a replacement, the cancellation fees do not apply.

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

Date:

Signature: