



FINANCE AND TREASURY TRAINING

Developing Strategic Partnerships and Joint Ventures

5 day course

Classroom, online or in-house

Course overview

Joint ventures and partnerships fail more often than they succeed, usually for reasons visible before signature. This course covers structuring them to survive. Delegates work through partner selection and the assessment of strategic fit, valuation of contributions, governance and control rights, deadlock resolution, the allocation of profit and risk, and the exit provisions that determine what happens when one party wants out. Attention is given to the operating reality after signature: seconded staff with two masters, decision making that stalls, and the divergence of objectives that shows up two years in.

What you will learn

- Assess partner fit beyond the commercial case
- Value contributions from each party defensibly
- Design governance and control rights that function
- Provide for deadlock and its resolution
- Allocate profit, cost and risk between parties
- Draft exit provisions before they are needed
- Manage the operating reality after signature

Who should attend

- Corporate development and strategy professionals
- Executives negotiating partnerships
- Legal and commercial staff
- Finance professionals on transaction teams
- Joint venture managers and board appointees

Course outline

- 01 Why joint ventures fail, and how early it is visible
- 02 Partner selection and strategic fit
- 03 Valuing contributions
- 04 Governance, control rights and reserved matters
- 05 Deadlock and its resolution
- 06 Profit, cost and risk allocation
- 07 Exit provisions drafted before they are needed
- 08 Operating reality: staff, decisions and diverging objectives

Upcoming dates

Dates	Venue	Format	Fee per delegate
12 to 16 October 2026	Windhoek, Namibia	Classroom	R19,950
4 to 8 January 2027	Accra, Ghana	Classroom	USD 1,325
18 to 22 January 2027	Lagos, Nigeria	Classroom	USD 1,325
22 to 26 March 2027	Online	Online	R8,500



Fees and how to register

This 5 day course is **R8,500** per delegate online, **R19,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 1,325** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afri-science.co.za, or WhatsApp us on **+27 63 479 1136**.

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