

## **DAY 1**

### **Understanding the Requirements of Due Diligence in Investor Evaluation**

- How an investor analyses and evaluates an investment opportunity?
- Understanding the Criteria and Approaches of Different Types of Investor
- The Investor's Perspective – *profitability, growth, future viability*
- A Due Diligence Model that Facilitates and Supports our Choice of Investor
- Managing Investor Relations as our Organisation Develops and Changes

## **DAY 2**

### **Understanding the Requirements of Due Diligence in Partner Evaluation**

- The Strategic Rationale for Partnership
- The Various Forms of Partnership
- The Process of Partner Identification
- Financial Evaluation of Potential Partners
- Non-financial Evaluation of Potential Partners

## **DAY 3**

### **Applying Due Diligence in Evaluating Partnerships**

- Identifying Resources Required – *complementary or additional*
- Determining the Characteristics of Potential Partner(s)
- Tools and Techniques for Initial Screening
- The Guiding Principle of “*Tissue Match*”
- Reducing the Long List to a Short List
- Refining the Short-list Process
- Summary of the Complete Process and Agreeing the Short List

## **DAY 4**

### **Applying Due Diligence in Managing Partnerships**

- The Managerial Differences between a Strategic Alliance and a Joint Venture
- The Process of Agreeing the Business Case
- Negotiating the Terms of an Alliance or a Joint Venture

- Choosing the Most Effective Partnership Structure
- The Life-cycle of the Partnership and the Challenge of Renewal

## **DAY 5**

### **Applying the Complete Seminar to the Needs of the Company**

- Use of Relevant Data and Information to Support Decisions
- Due Diligence in Aligning Strategy and Operations
- Due Diligence in Scenario Forecasting and Strategic Choice
- How to Apply Themes 1-5 in this Company
- Discussion - Interaction - Agreeing Priorities for the Company
- Delegates' Personal Plans for Follow-up Action