Duration: 2 days

Overview:

Many microinsurance programmes involve some type of partnership structure; and ?good? partnerships have been identified as one of the key factors in the success of a microinsurance programme. This training will help microinsurance practitioners understand how to better manage partnerships by introducing the different stages of the partnership lifecycle (assessment and selection, implementation, maintenance, evaluation) and providing insights on key strategies and tools that apply to each stage.

Training Objectives:

By the end of this course, participants will be able to:

- Be able to identify the key steps at each stage of the partnership lifecycle, and analyze their application in practice.
- Be able to identify success factors and potential pitfalls in microinsurance partnerships.
- Understand the importance of aligning interests and objectives, and the steps to assess alignment of interests between partners.
- Understand the key elements in a partnership agreement, and the importance of a collaborative process in creating an agreement.
- Have gained experience using practical tools for partnership assessment, communication and evaluation.

Who could benefit from the training:

- All individuals involved in running a microinsurance programme who interact with programme partners on a regular basis
- Project/functional managers
- Executive management
- Risk carriers
- Distribution channels
- Organisations involved in sector-based initiatives that involve multiple partnerships

Methodology:

This training uses minimal lectures and will leverage case studies, small group work discussions and role play exercises for experiential learning.

Source URL: http://www.impactinsurance.org/tools/training-managing-partnerships