

Business Development Managers' Network Conference 2017

Strategic Partnerships



Conference Overview

There is strength in numbers, or so the saying goes. More and more, collaboration and strategic partnerships are pivotal to the operation of a successful business, including TAFE institutes.

Collaboration and strategic partnerships offers numerous opportunities and benefits, including the sharing of expertise, the pooling of resources and the management of risk. They can be transformative, but if not managed properly, they can be the source of much pain.

Learn how to make sure your organisation reaps the benefits of a strategic partnership. Come hear from experts who will outline the do's and don'ts, hear from others who will speak from personal experience on what has and hasn't worked for them, and learn about potential strategic partnerships on the horizon.

Keynote Speakers

Julie Mundy
Independent Partnering &
Development Specialist



Ian Berry
Motivational speaker and Author of
'*Changing What's Normal*'

Who is invited?

Members of the Business Development Managers' Network and their nominees from Victorian public VET providers.

Cost and how to register

\$165 (incl. GST)

[Click here to register online](#)

Registrations close Friday 3 November 2017

Enquiries: Contact VTA at 03 9639 8100 or
enquiries@vta.vic.edu.au

Tuesday 14 November 2017

Venue

Melbourne Polytechnic Conference Centre
Building U, Cramer Street
Preston Vic 3072

Program

- 9.15am Registration / Arrival tea & coffee**
- 9.30am Welcome**
- 9.40am Strategic Partnerships**
Julie Mundy
Independent Partnering & Development Specialist
- 10.40am Morning Tea**
- 11.10am TAFE: Trusted partner of the Victorian Government**
Xavier Csar, Executive Director
TAFE and Participation Division, DET
- 12.00pm Is Victoria NDIS ready?**
Florence Davidson, Executive Officer
Christie Centre Inc.
and
David Moody, State Manager - Victoria
National Disability Service
- 1.00pm Lunch**
- 1.45pm Industry and Partnerships**
Patrick Gavaghan
National Training Manager
Australian Glass & Glazing Association
- 2.30pm How to be an effective leader**
Ian Berry
Motivational speaker and Author of 'Changing
What's Normal'
- 3.30pm Wrap Up**
- 3.40pm Close**