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# Evaluating Collaborative Development Opportunities Training Course

15 – 19 February 2027
Singapore

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Evaluating Collaborative Development Opportunities is a 1-week training course for business development and strategy managers who screen joint ventures, co-development projects and alliances, and it ends with a Collaborative Opportunity Investment Memo ready for a decision board. Organisations increasingly share capital, technology and market access to move faster than they could alone, yet many collaborations destroy value because the partner, the economics or the exit terms were never tested. Jupiter Prime Training delivers this course on Evaluating Collaborative Development Opportunities.

## Why Evaluating Collaborative Development Opportunities Matters Now

Three forces push collaboration up the board agenda. Technology shifts demand capabilities that few firms can build alone, so co-development with suppliers, universities and rivals is common. Capital discipline means investment committees want evidence that a shared venture beats building or buying. Partners also bring their own boards, cultures and risk appetites, which can stall decisions long after signing. Sound appraisal protects capital and reputation; weak appraisal locks an organisation into deadlock or unequal value sharing. The course draws on the build-borrow-buy framework, real options reasoning, net present value NPV modelling and Porter's Five Forces for market context.

## Who Gains Most from Evaluating Collaborative Development Opportunities

- Business development leads who source and screen partnership proposals
- Strategy managers who compare collaborative routes with organic growth or acquisition
- Finance partners who model shared ventures for investment committees
- Legal and commercial specialists who shape term sheets and exit provisions
- Technical leads who judge whether a partner's capability is genuine

Deal teams that combine strategy, finance and legal members gain most when they attend together, since they leave with one screening language for future proposals.

## Evaluating Collaborative Development Opportunities Capabilities

Participants practise the full appraisal path, from first screen to a signed recommendation that a sceptical board can challenge.

- Assess strategic fit using a build-borrow-buy decision test — choice of growth route
- Specify partner due diligence across capability, finance, culture and integrity — selection of counterparties
- Calculate venture value with NPV and scenario modelling — investment committee approval
- Design contribution and value-sharing structures that reflect each party's inputs — fair economics for both partners

- Weigh control, deadlock and exit provisions in a term sheet — long-term flexibility
- Communicate an investment memo with risks and kill criteria — executive sponsors

## Key Evaluating Collaborative Development Opportunities Terms

- Joint Venture — a separate entity created and owned by two or more parties to pursue a shared commercial purpose.
- Contractual Alliance — a collaboration governed by agreement alone, without a new legal entity or shared equity.
- Build-Borrow-Buy Framework — a test for choosing between internal development, partnering and acquisition to gain a capability.
- Partner Due Diligence — structured investigation of a prospective partner's capability, finances, reputation and integrity before commitment.
- Deadlock Provision — a contract clause defining how decisions are resolved when equal partners cannot agree.
- Real Option — the right, without obligation, to expand, delay or abandon a venture as information emerges.

## Evaluating Collaborative Development Opportunities Day by Day

### Day 1: The Strategic Case for Collaboration

- Build-Borrow-Buy Framework — Choosing the Route to a New Capability
- Porter's Five Forces — Reading the Market a Venture Would Enter
- Collaboration Archetype Map — Separating Joint Ventures, Alliances and Consortia
- Opportunity Screening Scorecard — Filtering Proposals Before Detailed Work
- Strategic Intent Statement — Defining What Each Partner Must Gain

### Day 2: Partner Due Diligence

- Capability Verification Checklist — Testing Claimed Technology and Market Access
- Financial Health Review — Judging a Partner's Ability to Fund Its Share
- Cultural Compatibility Diagnostic — Anticipating Friction in Joint Decision Making
- Integrity and Reputation Screening — Avoiding Ethical and Sanctions Exposure
- Red Flag Register — Recording Issues That Could End Talks

### Day 3: Valuing the Venture

- NPV and Cash Flow Modelling — Estimating Value Created for Each Party
- Scenario and Sensitivity Testing — Stressing Assumptions on Volume and Timing
- Real Options Reasoning — Valuing Staged Commitment and Exit Rights
- Synergy Validation Grid — Separating Credible Gains From Optimism
- Contribution Valuation — Pricing Intellectual Property, Assets and Know-How

## Day 4: Structuring and Value Sharing

- Equity and Profit Split Models — Aligning Rewards With Contributions
- Governance Board Design — Setting Reserved Matters and Voting Rights
- Deadlock Resolution Mechanisms — Choosing Escalation, Mediation or Buy-Sell Routes
- Exit and Termination Provisions — Protecting Value When Strategies Diverge
- Term Sheet Drafting — Capturing Agreed Principles Before Legal Drafting

## Day 5: Practising the Collaborative Opportunity Investment Memo

- Due Diligence Simulation — Applying Partner Checks From Day 2 to a Case
- Valuation Challenge Round — Defending NPV and Scenarios From Day 3
- Term Sheet Negotiation Exercise — Using Structuring Choices From Day 4
- Kill Criteria Setting — Defining Conditions That Stop the Opportunity
- Collaborative Opportunity Investment Memo — Finalising Recommendation, Risks and Next Steps

## Applying Evaluating Collaborative Development Opportunities After the Course

- Run the opportunity screening scorecard on every partnership proposal.
- Rebuild the valuation of one live opportunity with scenario testing and a real option for staged entry.

## Evaluating Collaborative Development Opportunities Questions FAQ

### What does evaluating collaborative development opportunities involve, and why does it matter now?

It is the structured appraisal of joint ventures, alliances and co-development deals before commitment. It matters now because more organisations rely on partners for technology and market access, and poorly tested ventures lock in capital and conflict.

### Which roles gain most from evaluating collaborative development opportunities training?

Business development, strategy and finance managers gain most, for example those assessing energy technology partnerships or pharmaceutical co-development deals.

### How does evaluating collaborative development opportunities differ from a partnership management course?

It focuses on the decision before signing: screening, diligence, valuation and structure. A partnership management course concentrates on running an alliance after launch, including relationship health and joint operations.

## What do you bring back from evaluating collaborative development opportunities training?

You bring back an investment memo built on a realistic case, a screening scorecard, a due diligence checklist, a valuation model structure and a draft term sheet framework.

## Evaluating Collaborative Development Opportunities: The Way Forward

The Collaborative Opportunity Investment Memo sets out strategic intent, diligence findings, venture value under scenarios, the proposed structure and the kill criteria. Its first use is the go or no-go decision on the next live proposal, presented by the deal lead to the investment committee. After that decision it is worth revisiting which assumptions the partner challenged and which risks proved larger than modelled.