

The objective of this programme is to help Palestinian business leaders achieve their corporate goals of growth, competing internationally, increasing investment and adjusting to the realities of the 21st century. The interactive programme brings prominent worldwide business leaders, international corporate trainers and professors to the Palestinian Territory to share their knowledge and expertise with senior Palestinian executives.

Background

A research project carried out by The Portland Trust in August 2009 demonstrated that the Palestinian private sector's leading companies are interested in, and would benefit significantly from, access to international expertise and training at a senior level. To meet this need, and at the request of leading Palestinian private sector companies, The Portland Trust established the Corporate Leadership Programme, bringing international business leaders and corporate experts to the Palestinian Territory to coach senior executives.

The programme began in February 2010 and since then quarterly sessions have been carried out, covering a range of business strategy, financial and leadership topics. Four sessions have so far been held every three to four months, over a 12 month period. Sessions have incorporated a mix of technical expertise through core training and inspirational talks from business leaders.

The sessions have taken place in the West Bank cities of Ramallah and Jericho. The intense programme has kept the overall time commitment low and each session builds on the preceding one.

After dinner speaking events provide further opportunity for international business leaders to share their experiences with the Palestinian private sector.

Programme Format

Day Sessions - Core Training

On average 20-30 participants take part in a highly interactive training programme with a mixture of lectures and case studies. Theory is illustrated by examples from real life which participants can question and use to debate corporate decision making challenges. Approximately 75% of the time is spent on hard skills and 25% on managerial skills.

Dinner Event - Business Speakers

Following the workshop, accomplished and renowned international business leaders present their insights and their own personal experiences of building global business. Their interventions provide invaluable expertise, and strategic insights.

Content

Session 1 - Mergers and Acquisitions

Trainers: Professors from Oxford University Said Business School and partners from the international law firm Berwin Leighton Paisner.

Business Speaker: Sir Ronald Cohen, Founder and Chairman of The Portland Trust and Bridges Ventures and co-founder and former Chairman of Apax Partners.

Session 2 - Private Equity and Venture Capital

Trainers: Partners from international law firm Norton Rose and the private equity expert from Oxford University Said Business School, Ruediger Stucke.

Business Speakers: Tim Collins, Founder, Senior Managing Director and CEO of Ripplewood Holdings.

Sessions 3 - Corporate Governance and Building the Corporate Brand

Trainers: Partners from the international law firm Berwin Leighton Paisner and international communication and management consulting firm, Pinnacle.

Business Speaker: Samir Brikho, Chief Executive of AMEC plc.

Session 4 - Capability and Capacity Building

Trainers: Partners from leading international consulting firms.

Business Speakers: Naguib Sawiris, executive chairman of Orascom Telecom Holding, and Sir Harry Solomon, founder and Vice Chairman of The Portland Trust and former Chairman of Hillsdown Holdings

Session 5 - Investor Relations

Trainers: Partners from the financial and corporate communications consultancy Buchanan Communications
Business Speaker: Sir Martin Sorrell, Chief Executive Officer of WPP Group.

Session 6 - Global Finance

Trainers: The co-founder of one of the world's leading financial training businesses, Adkins Matchett & Toy.

This session was followed by a reception to mark the 5th anniversary of our Ramallah office with guest speaker Prime Minister Dr Salam Fayyad.

The Structure of a Typical Event

8:30am	Introductions
9:00am	Workshop - Session 1
10:30am	Coffee Break
11:00am	Workshop - Session 2
1:00pm	Lunch
2:00pm	Workshop - Session 3
3:20pm	Break
3:30pm	Workshop - Session 4
5:00pm	End of Training - Round up
6:00pm	Drinks Reception - Start of Dinner Event
6:30pm	Welcome from The Portland Trust + sum up of the day's activities by the trainers
7:00pm	Guest Speaker 1
7:15pm	Guest Speaker 2 (If a second is present)
7:30pm	Question and Answer Session
7:45pm	Dinner

* Please note that times are subject to change.

Who Attends?

- CEOs, CFOs, COOs, Chairmen and General Managers at board, or business unit level.
- Senior executives who want to deepen their understanding of the implications of strategic activities such as: private equity, merger & acquisition, venture capital, grooming your company for investment and corporate governance.
- Investors and entrepreneurs seeking to deepen their knowledge of the mentioned subjects so to make informed decisions.
- Entrepreneurs or senior executives from large companies seeking to expand their activities and raise capital for expansion.

"Core" participants of the day sessions are joined by VIP guests (Palestinian political and business leaders, and heads of major institutions and agencies).

Benefits

- Gain theoretical knowledge and practical skills.
- Develop contacts with peers from other organizations.
- Network and learn from international experts and successful international businessmen.
- Increase awareness of governance and accountability issues, mergers and acquisitions, and other financial topics of high strategic importance for business leaders.
- Add immediate value to organisation's decision making process with practical exercises and examples.
- Introduce international consultants and other professional service providers to the Palestinian private sector

Contacts

If you would like to discuss any part of the programme please contact:

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The Portland Trust

The Portland Trust is a British non-profit 'action tank' whose mission is to promote peace and stability between Israelis and Palestinians through economic development. We work with a range of partners to help develop the Palestinian private sector and relive poverty through entrepreneurship in Israel. We have been, and continue to be, involved in a number of important initiatives, including the development of financial and economic infrastructure, housing, trade, investment and entrepreneurship. We also publish a monthly Palestinian Economic Bulletin.

www.portlandtrust.org