



Institute for  
Collaborative  
Working  
**Australia**



**Collaborative Working  
& COLLABORATIVE BUSINESS  
RELATIONSHIP MANAGEMENT**

2025 Course Offerings

# ICW Australia Courses

ICW Australia offers a range of courses on Collaborative Working as a business discipline and the international principles and standards on Collaborative Business Relationship Management.

ICW Australia is the premier training organisation in Australia for the delivery of effective and practical training in the application of Collaborative Working. Collaborative Working refers to business relationships formed by committed organisations to maximise joint performance to achieve mutual objectives and create additional value.

Our courses align with the International Standard *ISO 44001 Collaborative business relationship management systems – Requirements and framework*, which provides detail on how Collaborative Working can be put in place, measured, assessed and assured. ISO 44001 outlines the tools and concepts used to build a collaborative framework.

Our course offerings include:

- Introduction to Collaborative Working and ISO 44001
- Collaborative Business Relationships: Risk Management and Benefits Realisation
- Collaborative Culture and Managing Behaviours
- Collaborative Agreements and Commercial Management
- Implementing a Business Relationship Management System
- ISO 44001 Certification Preparation
- ISO 44001 Collaborative Leaders

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## 2025 Public Course Schedule

Monday 24 – Thursday 27 FEBRUARY  
**ISO 44001 Collaborative Leaders**  
4 days, F2F Sydney

Monday 17 MARCH, 9am-1pm  
**Introduction to Collaborative Working & ISO 44001**  
1/2 day, Online

Monday 28 – Tuesday 29 APRIL  
**ISO 44001 Certification Preparation**  
2 days, Online

Monday 26 – Wednesday 28 MAY  
**Implementing a Business Relationship Management System**  
3 days, F2F Sydney

Monday 30 JUNE  
**Collaborative Business Relationships: Risk Management and Benefits Realisation**  
1 day, Online

Monday 28 – Thursday 31 JULY  
**ISO 44001 Collaborative Leaders**  
4 days, F2F Sydney

Monday 25 AUGUST, 9am-1pm  
**Introduction to Collaborative Working & ISO 44001**  
1/2 day, Online

Monday 22 – Tuesday 23 SEPTEMBER  
**Collaborative Culture and Managing Behaviours**  
2 days, Online

Monday 27 – Tuesday 28 OCTOBER  
**Collaborative Agreements and Commercial Management**  
2 days, Online

Monday 17 – Thursday 20 NOVEMBER  
**ISO 44001 Collaborative Leaders**  
4 days, F2F Sydney

Public course dates are subject to minimum numbers.

## In-House Delivery

All of our courses can be delivered in-house.

### IN-HOUSE COURSE BENEFITS INCLUDE

- team-building & ideas exchange
- options for customised content
- group discussions that focus on applying learnings to your organisation's activities
- options for tailored follow-ups
- reduced travel time and travel expenses for face to face training

Face to face in-house courses are hosted by your organisation:  
- The host organisation is responsible for the venue and catering.  
- The course fee is offset by an in-house hosting discount.  
- Trainer travel and trainer expenses are reimburseable at cost.

Email [registrations@icwaus.com.au](mailto:registrations@icwaus.com.au) to request a quote.

# Introduction to Collaborative Working and ISO 44001

DURATION: HALF-DAY

MODE: FACE TO FACE OR ONLINE REAL TIME

Suitable for:

- all staff involved in collaborative or partner facing activities
- supervisors and team leaders
- anyone seeking to understand Collaborative Working principles

Introduction to Collaborative Working and ISO 44001 provides a baseline introduction to Collaborative Working as a business discipline and an overview of the International Standard *ISO 44001 Collaborative Business Relationship Management Systems – Requirements and Framework*. Topics covered include defining Collaborative Working, benefits realisation, collaborative culture, and Collaborative Business Relationship Management Systems. The course also highlights case studies and the benefits and additional value arising from Collaborative Working.

*A crucial primer for anyone exploring a structured collaborative environment for the first time*

## 2025 Public Courses

\$440 (incl. GST)

10% discount for members

ONLINE REAL-TIME

9am-1pm Monday 17 March

9am-1pm Monday 25 August

## In-House Delivery

REQUEST A QUOTE

- for 4 to 16 participants
- face to face or online real time
- option to focus group discussions on a specific project or organisational activity

# Collaborative Business Relationships: Risk Management and Benefits Realisation

DURATION: ONE DAY

MODE: FACE TO FACE OR ONLINE REAL TIME

Suitable for:

- change managers and executive staff
- project managers and project leads
- anyone responsible for ensuring effective collaborative performance or achieving joint goals

Collaborative Business Relationships: Risk Management and Benefits Realisation provides focused knowledge about how to adopt a systemic approach to managing joint performance. Course content includes understanding organisational risk, joint risk and relationship risk, and applying strategies and tools for effective joint risk management in collaborations. The course outlines identification, measurement and realisation of benefits from collaborations, including joint objectives and additional value, as well as collaborative practice as a driver of innovation.

*Necessary knowledge for managing joint risks to ensure success and deliver additional value from collaborations*

## 2025 Public Courses

\$880 (incl. GST)

10% discount for members

ONLINE REAL-TIME

9am-5pm Monday 30 June

## In-House Delivery

REQUEST A QUOTE

- for 4 to 12 participants
- face to face or online real time
- option to apply group learning activities to a specific collaboration

Register by email to: [registrations@icwaus.com.au](mailto:registrations@icwaus.com.au)

# Collaborative Culture and Managing Behaviours

DURATION: TWO DAYS  
MODE: FACE TO FACE OR ONLINE REAL TIME

*Insights to help shape cultural change to collaborate more effectively*

Suitable for:

- change managers and people / human resource managers
- managers, supervisors and team leaders
- staff responsible for managing collaborative business relationships

Collaborative Culture and Managing Behaviours provides insight to the impact of culture and behaviours on performance and how to develop collaborative culture. The course outlines behaviour types and their drivers, and explores the relationship between behaviours and business systems and processes. Topics covered include the cultural profiles of collaborating organisations, understanding personality traits in team selections, and how to identify, measure, monitor and respond to both positive and negative behaviours - both in individuals and the broader culture.

## 2025 Public Courses

\$1,760 (incl. GST)

ONLINE REAL-TIME

10% discount for members

Monday 22 - Tuesday 23 September

## In-House Delivery

REQUEST A QUOTE

- for 4 to 12 participants
- face to face or online real time
- content customisation upon request

# Collaborative Agreements and Commercial Management

DURATION: TWO DAYS  
MODE: FACE TO FACE OR ONLINE REAL TIME

*Learn how to use legal agreements to support structured and enduring business relationships*

Suitable for:

- leaders responsible for negotiating contracts and partnership documents
- lawyers whose clients are involved in collaborative enterprises
- staff responsible for managing collaborative business relationships

Collaborative Agreements and Commercial Management provides an overview of collaborative contracting arrangements and the different forms of collaborative agreements, such as alliance contracting and the NEC4. The course outlines how to design legal agreements that support and facilitate structured business relationship management. The course also explores how to effectively combine collaborative contracts with a Collaborative Business Relationship Management System for successful implementation of Collaborative Working.

## 2025 Public Courses

\$1,760 (incl. GST)

ONLINE REAL-TIME

10% discount for members

Monday 27 - Tuesday 28 October

## In-House Delivery

REQUEST A QUOTE

- for 4 to 12 participants
- face to face or online real time
- option to apply group learning activities to a specific collaboration

Register by email to: [registrations@icwaus.com.au](mailto:registrations@icwaus.com.au)

# Implementing a Business Relationship Management System

DURATION: THREE DAYS  
MODE: FACE TO FACE

Suitable for:

- leaders of collaborative business to business activities
- all members of multi-organisational project teams
- organisations seeking to integrate into supply chains or meet requirements of primes and majors

Implementing a Business Relationship Management System details how to design, build and implement a Business Relationship Management System to realise additional value. The course focuses on deploying Collaborative Working principles through organisational design methodology and tools to build the practical guidance, policies, procedures and processes that comprise a Business Relationship Management System. The course outlines critical preconditions to successful implementation, and how to identify opportunities and build effective collaborations.

*Useful guidance for practical minds to drive Collaborative Working implementation and achieve results*

## 2025 Public Courses

\$2,640 (incl. GST)

FACE TO FACE, SYDNEY

10% discount for members

Monday 26 – Wednesday 28 May

## In-House Delivery

REQUEST A QUOTE

- for 6 -12 participants
- face to face
- option to focus group discussion on your organisation's systems and context

# ISO 44001 Certification Preparation

DURATION: TWO DAYS  
MODE: FACE TO FACE OR ONLINE REAL TIME

Suitable for:

- leaders responsible for achieving or maintaining ISO 44001 certification
- all members of ISO 44001 certification project teams
- staff responsible for internal auditing of business management systems

ISO 44001 Certification Preparation aims to equip participants with an understanding of the requirements for achieving certification against the International Standard *ISO 44001 Collaborative Business Relationship Management Systems – Requirements and Framework*. Course content includes briefing on ISO 44001 and how to document and evidence its implementation, including Collaborative Business Relationship Policy, Corporate Relationship Management Plans, and Joint Relationship Management Plans. The course also outlines the certification process.

*Key details to help get your organisation and its documentation ready for the certification process*

## 2025 Public Courses

\$1,760 (incl. GST)

ONLINE REAL-TIME

10% discount for members

Monday 28 – Tuesday 29 April

## In-House Delivery

REQUEST A QUOTE

- for 4 to 12 participants
- face to face or online real time
- options for tailored follow-ups and further assistance

Register by email to: [registrations@icwaus.com.au](mailto:registrations@icwaus.com.au)

# ISO 44001 Collaborative Leaders

DURATION: FOUR DAYS  
MODE: FACE TO FACE

*A pathway to  
full Membership  
of Institute for  
Collaborative  
Working (MICW) for  
Australian-based  
practitioners*

Suitable for:

- leaders responsible for their organisation's Collaborative Working capabilities
- leaders of significant projects, major initiatives, or innovative collaborative efforts
- leaders responsible for achieving or maintaining ISO 44001 certification

ISO 44001 Collaborative Leaders aims to provide participants with in-depth knowledge and understanding of Collaborative Working as a business discipline and collaborative business relationship management. Course content includes detailed and interactive briefing on the International Standard *ISO 44001 Collaborative Business Relationship Management Systems – Requirements and Framework*. Participants are given the opportunity to apply learnings into their own business scenarios. The course also includes professional development feedback.

**NOTE: This course includes an examination and assessments to qualify candidates for Membership of Institute for Collaborative Working (UK).**

View the Collaborative Leaders course brochure online **HERE** for further information.

## 2025 Public Courses

\$3,520 (incl. GST)

FACE TO FACE, SYDNEY

10% discount  
for members

Monday 24 – Thursday 27 February

Monday 28 – Thursday 31 July

Monday 17 – Thursday 20 November

## In-House Delivery

REQUEST A QUOTE

- for 6 to 8 participants
- face to face
- options for tailored follow-ups

Register by email to: [registrations@icwaus.com.au](mailto:registrations@icwaus.com.au)



[icwaus.com.au](http://icwaus.com.au)

THANK YOU to our course host:

