

Relationships as Infrastructure: Building the Foundation for Sustainable Impact



- Build trust with key stakeholders
- Avoid common partnership pitfalls
- Understand what motivates funders, researchers, & industry partners
- Create relationships that lead to action—not just conversations
- Keep important initiatives from getting stuck

LEADERSHIP LAB

Presented by Global Genes in partnership with the Termeer Institute

Relationships as Infrastructure: Building the Foundation for Sustainable Impact

1pm	Registration
1:30pm	Welcome Remarks
1:45pm	Strategic Partnerships & Negotiation: Building Relationships that Create Impact Patient advocacy leaders are increasingly called upon to work with many different stakeholders - researchers, industry partners, funders, clinicians, and other advocacy organizations to advance their missions. Yet many leaders receive little formal training in how to build these relationships strategically and navigate the complex dynamics they often involve.
3:15pm	Break
3:30pm	Leading Across Power Dynamics This session provides leaders with actionable insights on how to influence and mobilize others toward shared goals, even when authority is uneven and priorities compete. During this workshop, you will learn techniques and frameworks to align purpose, communicate with influence, and build consensus across conflicting interests and manage friction. You will leave with a growth mindset and ideas and actions to progress and build stronger relationships.
5:30pm	Networking Reception
6:30pm	Relationships that Change What's Possible Reflect on lessons learned from building trust, cultivating strategic partnerships, and leading collaborative efforts that achieved meaningful outcomes.