

KTP2025 conference

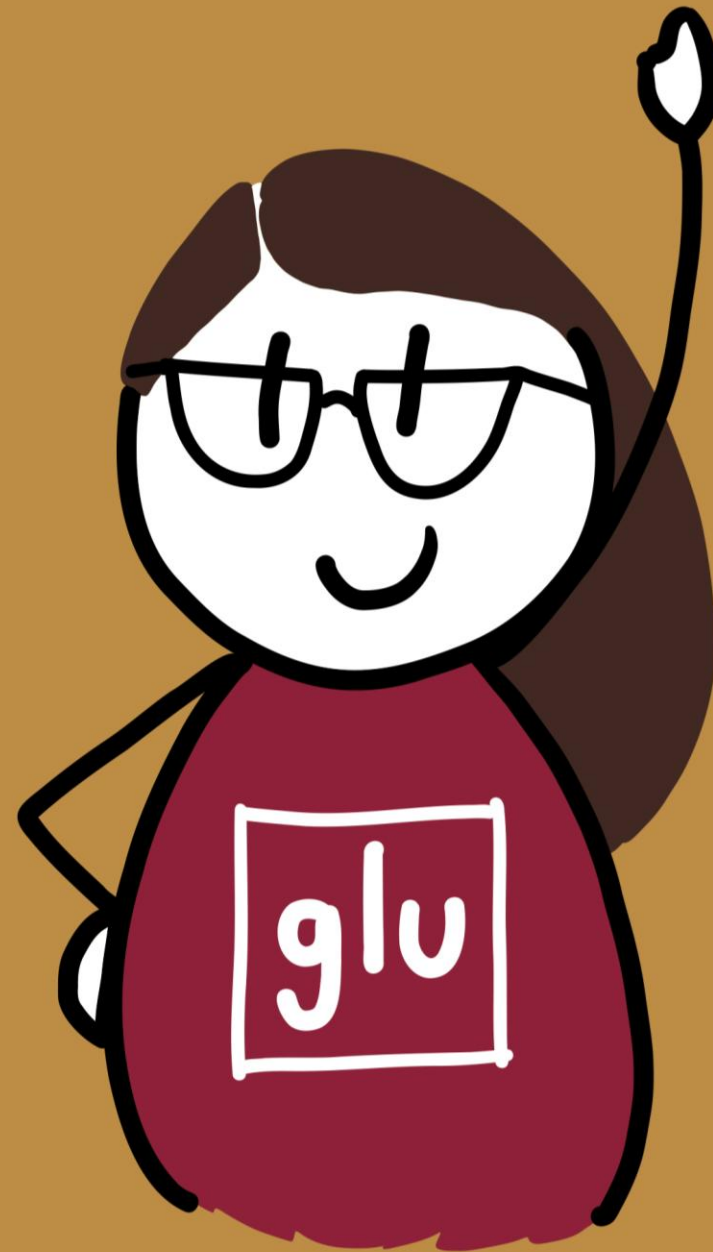
**Influencing partner expectations:
how to get on the right track at KTP proposal stage**

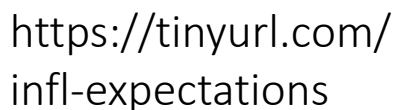
dr sabina strachan | 29 october 2025



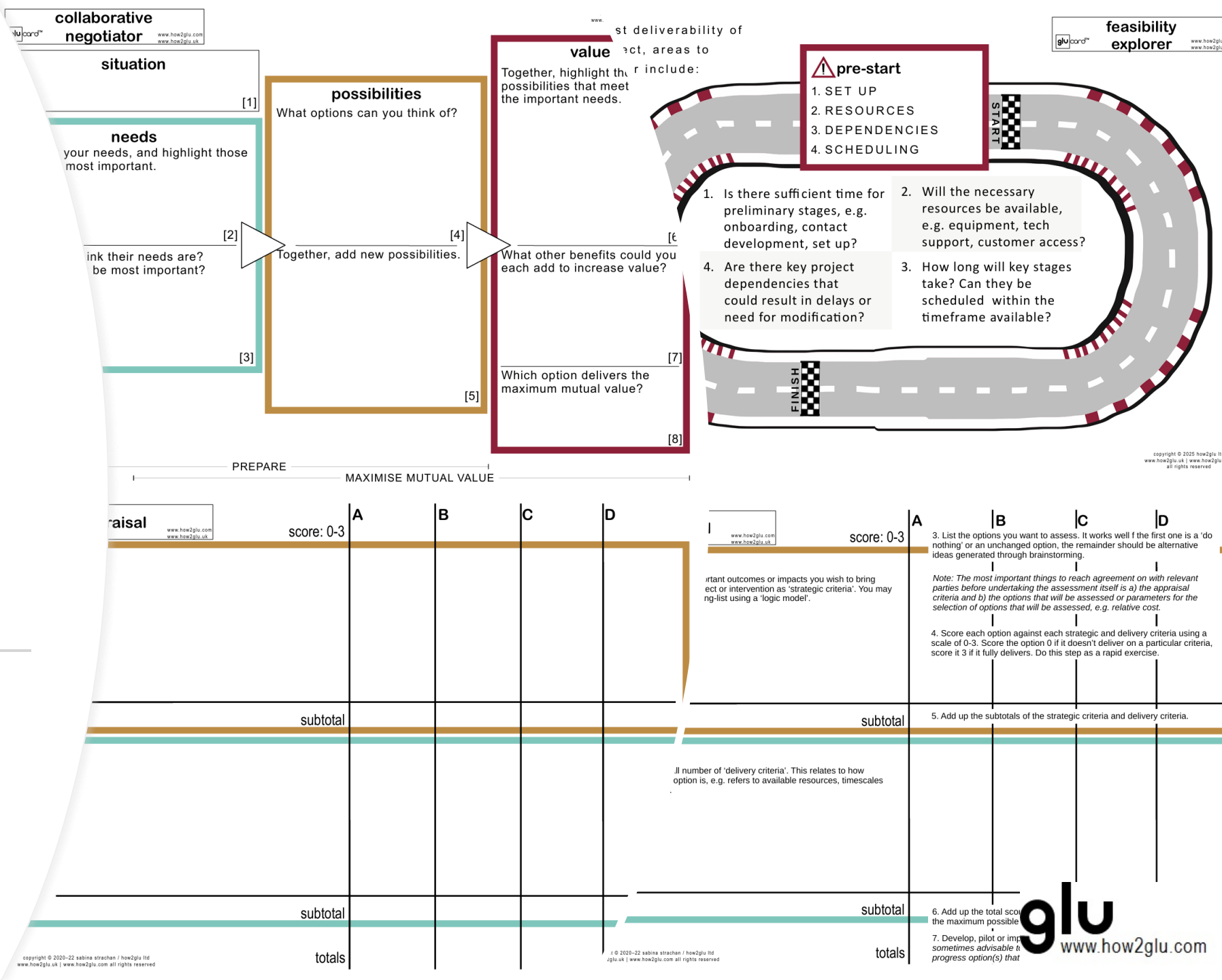
<https://www.linkedin.com/in/sabinastrachan>

about me





how2glu tools





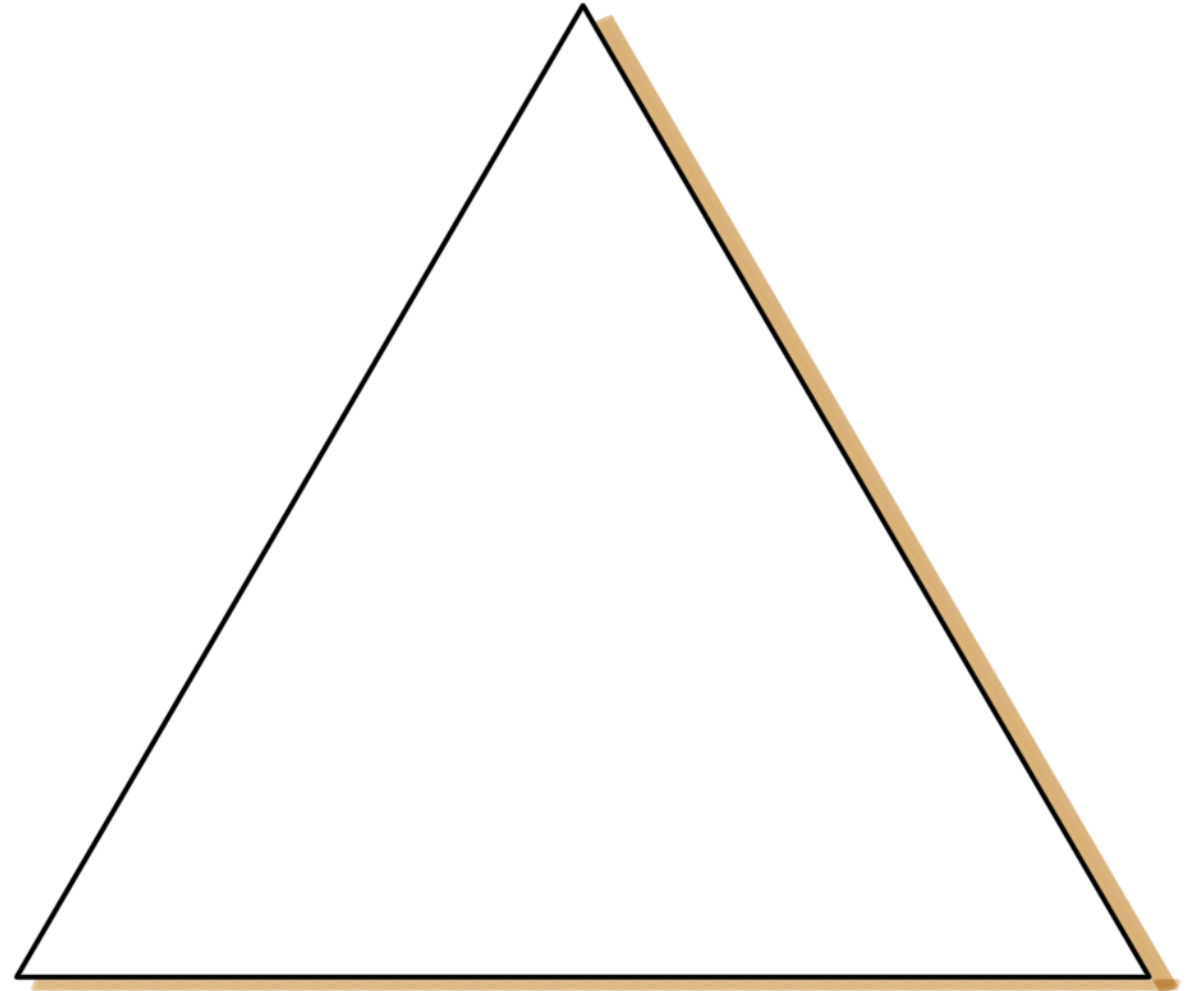
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challenges

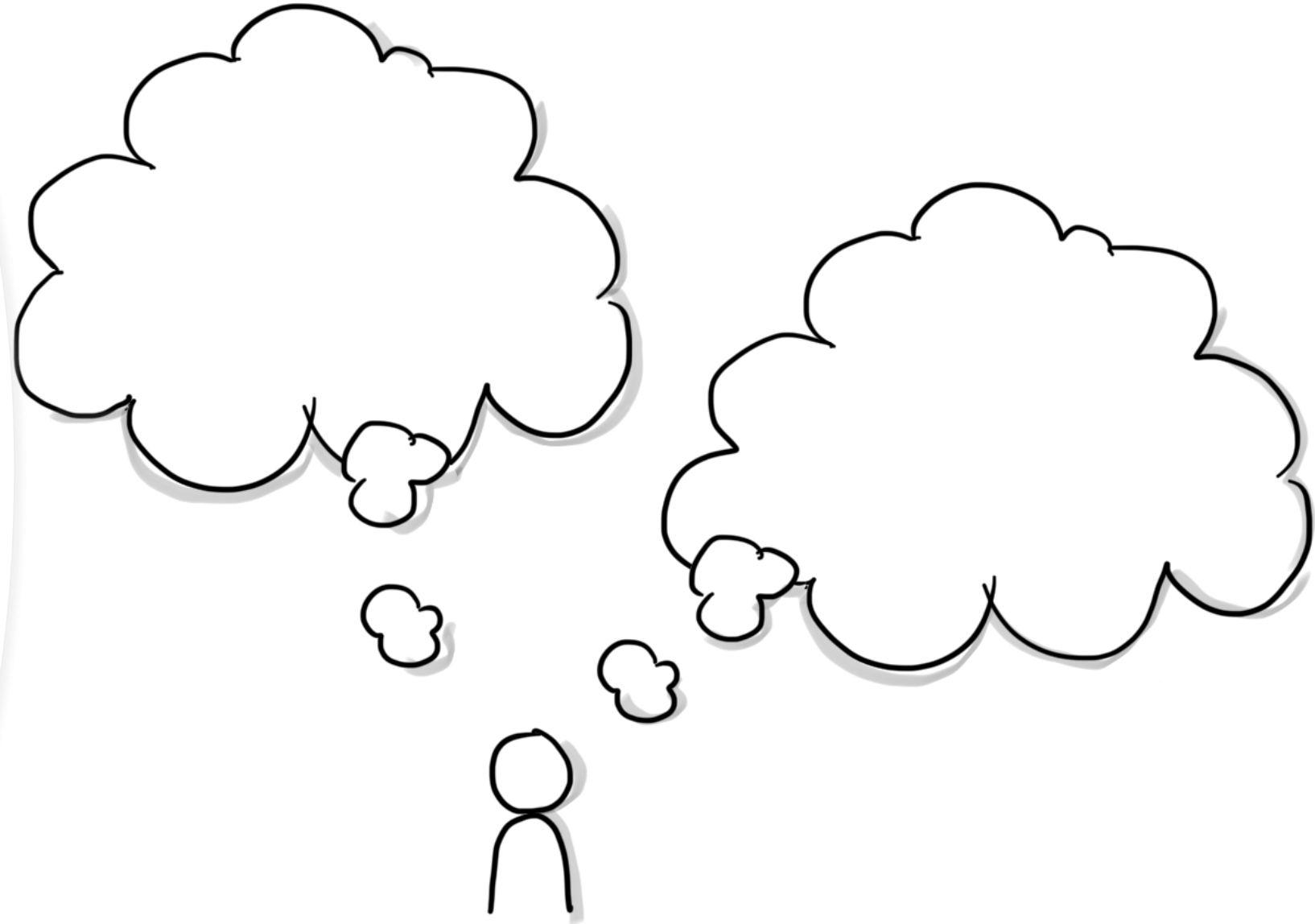


quality triangle

- Cost
- Time
- Scope
- Quality

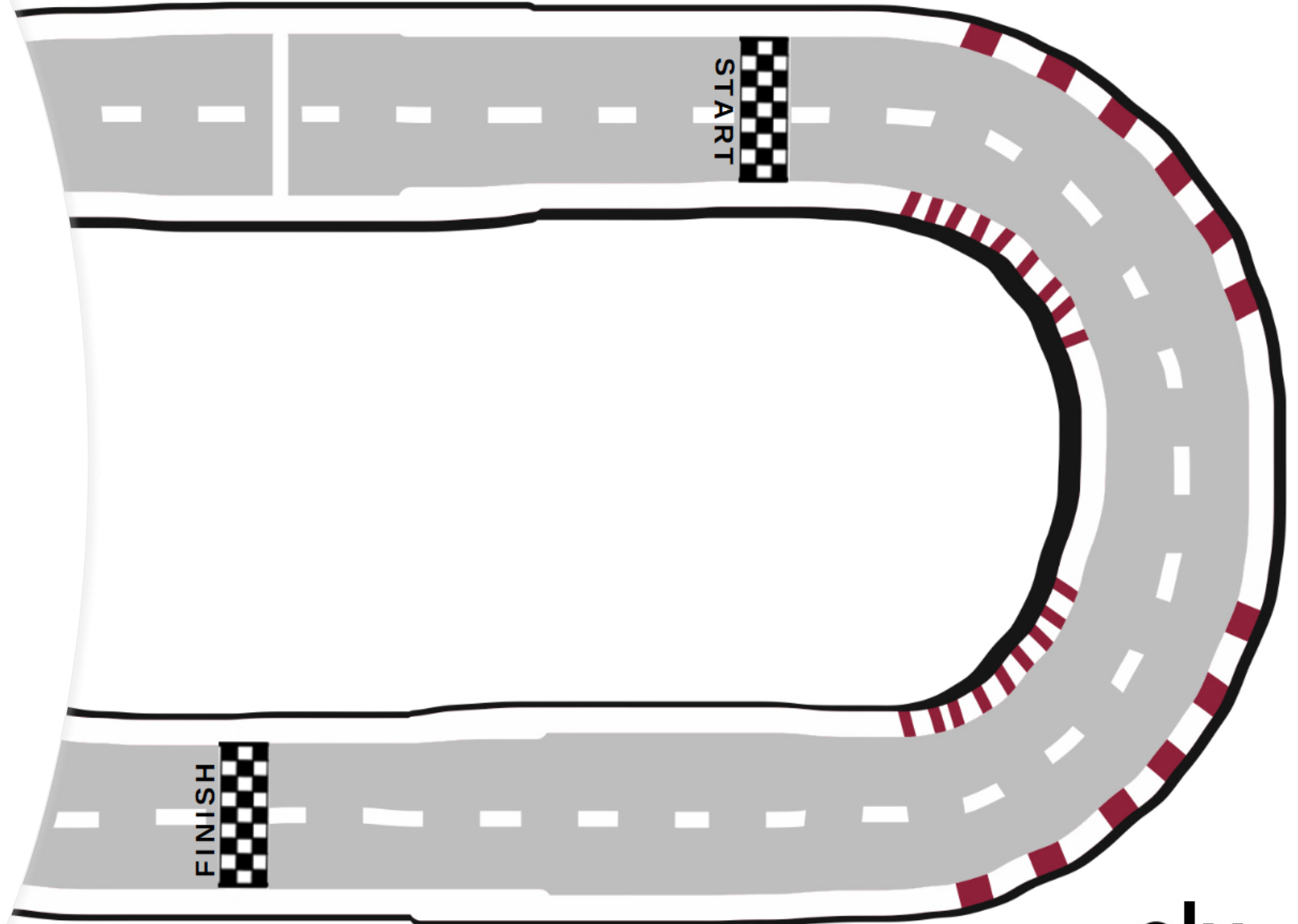


quality standards

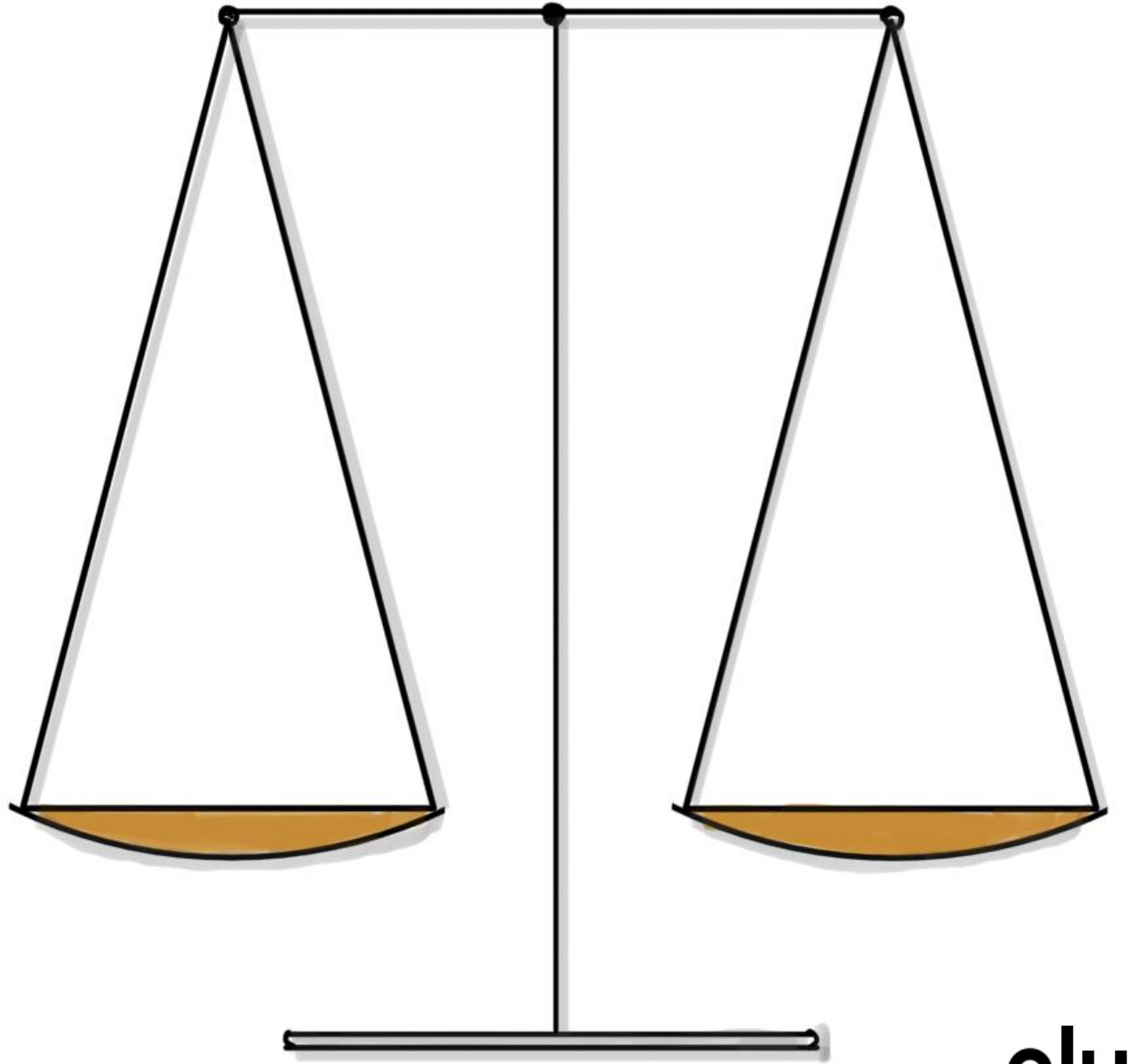


testing feasibility

1. Set up
2. Resources
3. Dependencies
4. Scheduling

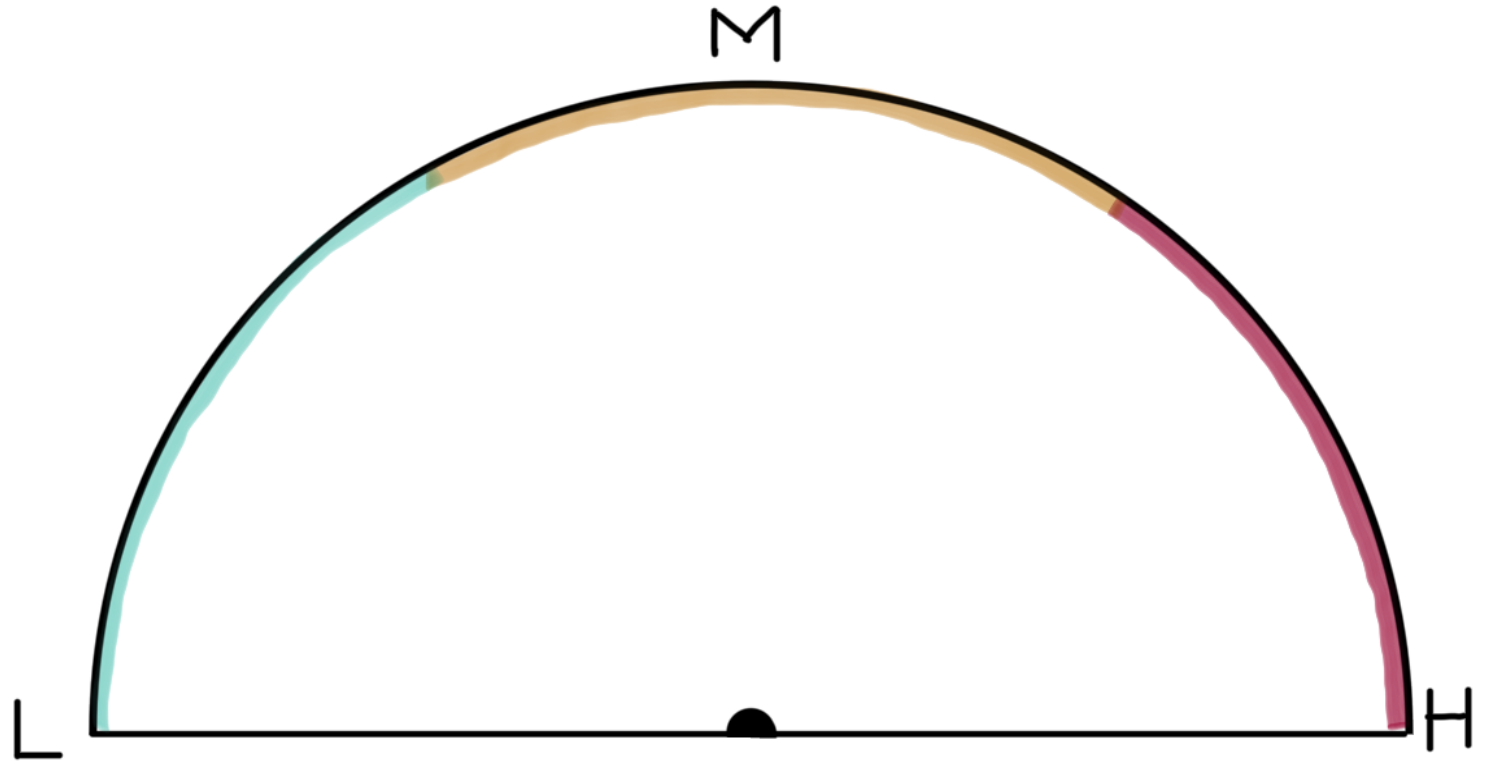


**outcomes
focus**



risk reduction

- outcomes focus
- flexibility
- contingency
- stage gates



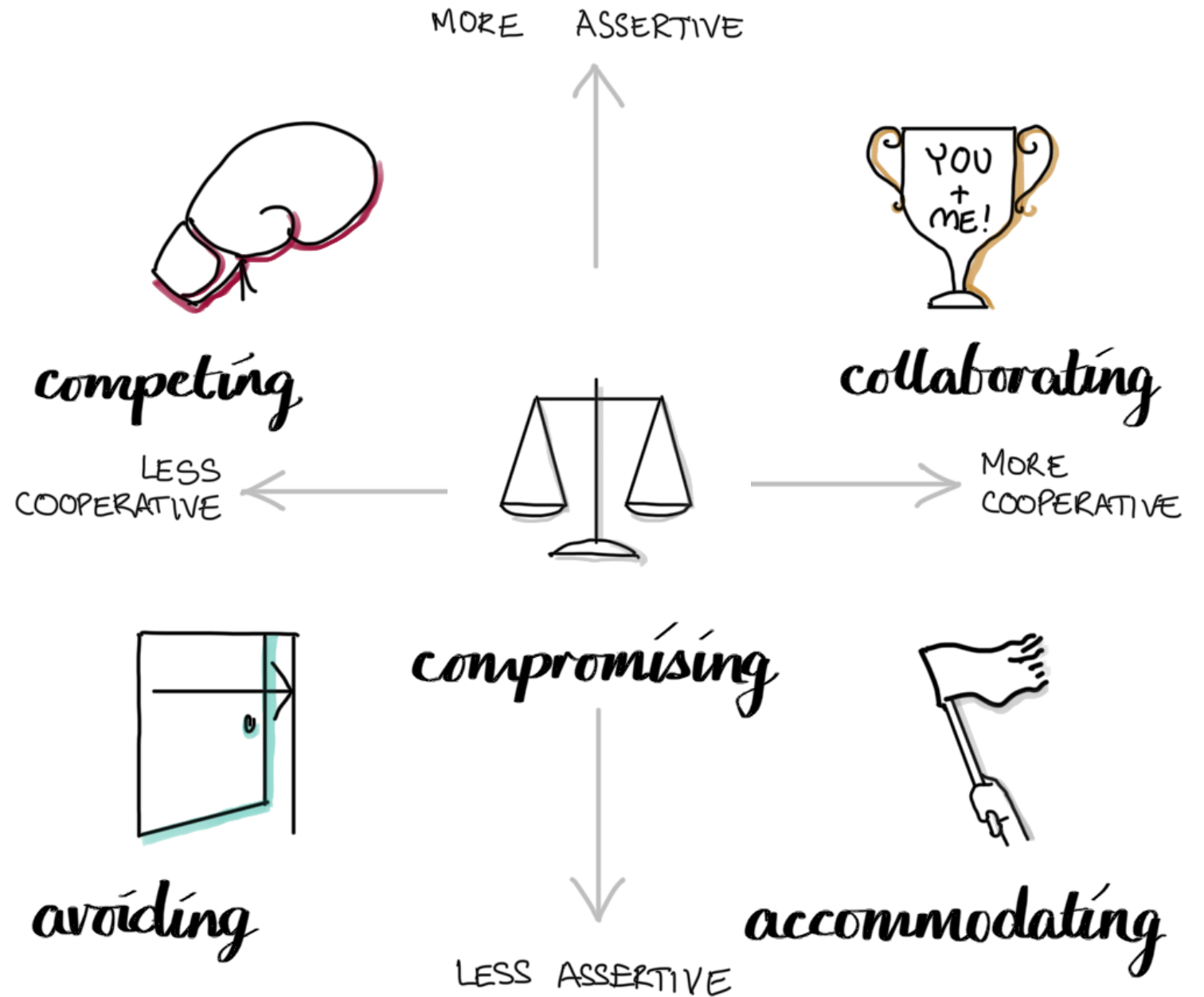


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ways forward



negotiation styles



collaborative negotiation

NEEDS

POSSIBILITIES

VALUE

appraisal

CRITERIA	a.	b.	c.
<i>strategic</i> <ul style="list-style-type: none">▪ Key outcome 1▪ Key outcome 2▪ ...▪ Key approach▪ ...			
Subtotal			
<i>delivery</i> <ul style="list-style-type: none">▪ Set up▪ Resources▪ Dependencies▪ Scheduling▪ ...			
Subtotal			
TOTAL			



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feedback

