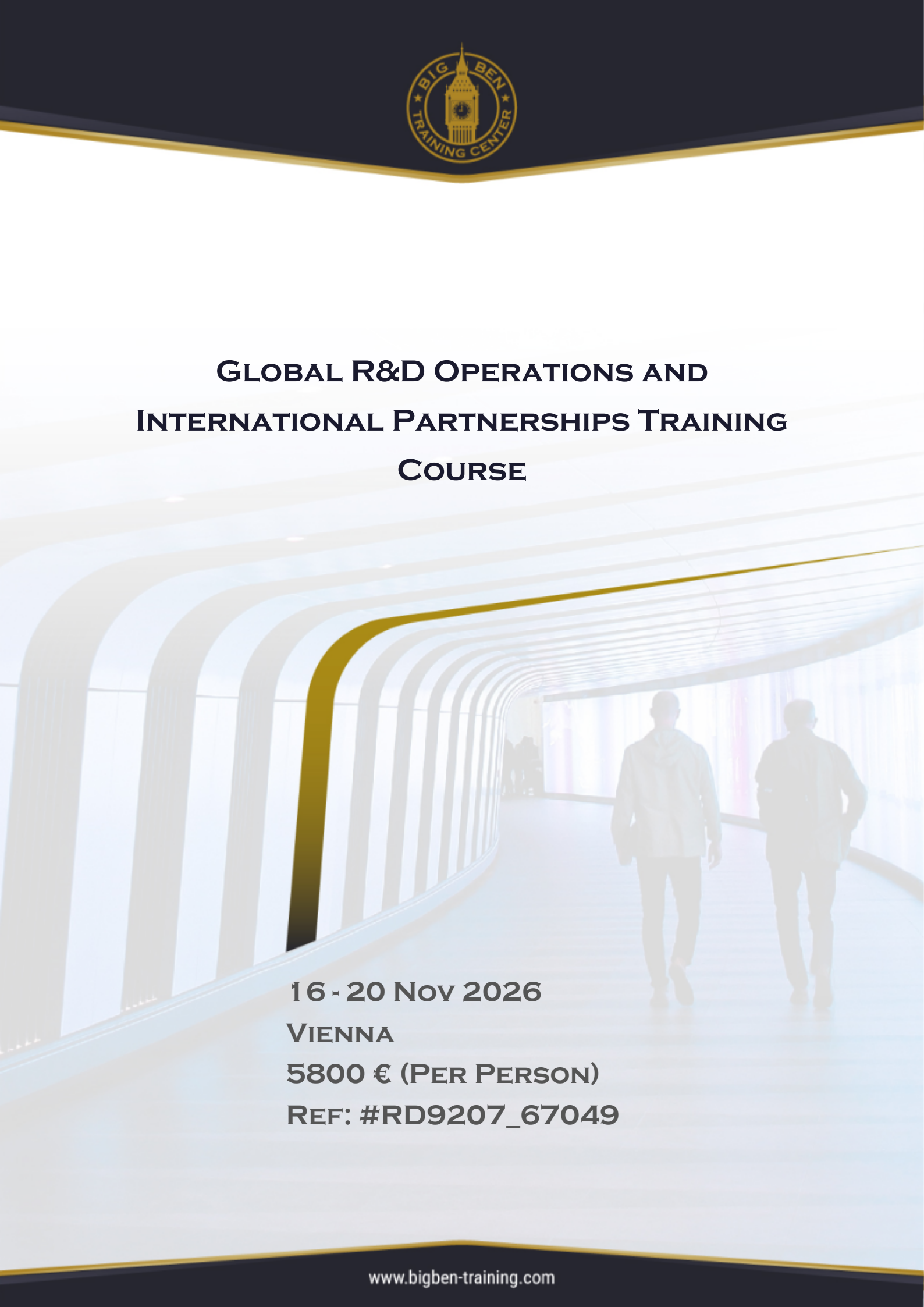
Global R&D Operations and International Partnerships Training Course



16 - 20 Nov 2026

Vienna

5800 € (Per Person)

Ref: #RD9207_67049

Course Introduction / Overview:

In today's interconnected world, R&D is no longer confined to a single lab or country. This training course is designed to provide R&D leaders, project managers, and business development professionals with the framework and practical skills to manage global R&D operations and forge successful international partnerships. It goes beyond the logistical challenges to focus on the cultural, legal, and strategic complexities of conducting research across borders. We will explore how to set up global teams, navigate different regulatory environments, and create a shared vision that aligns international partners. The curriculum is informed by the foundational work of global academics like Christopher Bartlett, whose research on transnational management has shaped how multinational corporations manage their global operations. His work highlights the importance of balancing global integration with local responsiveness. This program provides a clear blueprint for turning a collection of global labs into a truly integrated and high-performing R&D network. BIG BEN Training Center is committed to empowering professionals to lead in the global marketplace.

Target Audience / This training course is suitable for:

- R&D directors and managers.
- Business development professionals.
- Innovation managers.
- Strategic planners.
- Project managers for international projects.
- Mergers and acquisitions professionals.
- Legal and intellectual property professionals.

Target Sectors and Industries:

- Technology and software.
- Pharmaceutical and biotechnology.
- Automotive and transportation.
- Aerospace and defense.
- Manufacturing and engineering.
- Telecommunications.
- Government agencies and international organizations.

Target Organizations Departments:

- Research and Development (R&D).
- International business development.
- Corporate strategy.
- Legal and intellectual property.
- Operations.
- Supply chain management.
- Human resources.

Course Offerings:

By the end of this course, the participants will have able to:

- Develop a strategy for global R&D operations.
- Identify and evaluate international partners.
- Negotiate and manage international collaboration agreements.
- Navigate the legal and regulatory landscape of global R&D.
- Build and lead a geographically distributed R&D team.
- Manage intellectual property across borders.
- Understand and bridge cultural differences in a global team.
- Create a plan for global technology transfer.

Course Methodology:

This training course uses a highly interactive and case-based methodology to ensure participants gain actionable skills in global R&D management. The program incorporates detailed case studies of companies that have successfully built and managed global R&D networks, as well as those that have failed due to a lack of cultural or legal understanding. We will use interactive workshops and negotiation simulations to practice critical skills like drafting a joint venture agreement, resolving a dispute with a foreign partner, and leading a virtual team. The course includes a hands-on group project where participants will work together to develop a full global R&D strategy for a fictional company. BIG BEN Training Center believes that hands-on training is essential for mastering this complex field. Our expert facilitators will guide discussions and provide personalized feedback, ensuring that participants leave with the confidence and practical experience needed to lead a more globally integrated organization.

Course Agenda (Course Units):

Unit One: Strategic Foundations of Global R&D

- The drivers of global R&D.
- Models of global R&D organization.
- Balancing global integration and local responsiveness.
- Assessing the risks of global operations.
- Building a global R&D strategy.

Unit Two: International Partnerships and Alliances

- Identifying and vetting potential partners.
- Structuring a collaboration agreement.
- Negotiation strategies for international deals.
- Managing a joint venture.
- Case studies in successful and failed alliances.

Unit Three: Legal and Regulatory Challenges

- Intellectual property (IP) protection across borders.
- Navigating export controls and data privacy laws.
- Compliance with local regulations.
- Dispute resolution in an international context.
- Building a legal and compliance framework.

Unit Four: Managing Global R&D Teams

- Leading a geographically distributed team.
- Bridging cultural differences.
- Effective virtual communication.
- Managing team performance and morale.
- The role of trust in global teams.

Unit Five: The Future of Global R&D Operations

- The impact of geopolitical shifts on R&D.
- Emerging R&D hubs and new markets.
- The role of open innovation in a global context.
- Developing a personal leadership roadmap.
- Building a resilient global R&D network.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How can R&D leaders, who are often focused on technical breakthroughs, successfully navigate the complex geopolitical and cultural landscapes that are increasingly critical for global R&D success?

What unique qualities does this course offer compared to other courses?

This training course is a highly specialized program that focuses on the critical, yet often overlooked, challenges of global R&D, which sets it apart from generic project management or innovation courses. We go beyond a simple focus on technology to provide a holistic framework for managing the operational, legal, and cultural complexities of a global R&D network. Our curriculum is tailored to address the specific needs of R&D leaders, providing them with the tools to build and manage a truly integrated global team. The course distinguishes itself by emphasizing not only the technical skills needed to manage projects but also the strategic and interpersonal skills required to forge successful international partnerships. By focusing on both the practical and the strategic aspects of global R&D, this program provides an invaluable skill set that is essential for any professional committed to a career in a globalized world.