

# **Objectives of the JV Tourism Development training**

- 1. Current joint venture (JV) models in Namibia**
- 2. Identifying and assessing JV site opportunities**
- 3. Preparing the conservancy for JV tourism**
- 4. Approaches for finding a JV partner**
- 5. Assessing the JV proposal**
- 6. The community equity contribution**
- 7. The leasehold process**
- 8. JV negotiations**
- 9. The JV Agreement process and content**
- 10. The Environmental Management Plan**
- 11. The Joint Management Committee (JMC)**
- 12. The annual business review**
- 13. The JV financial 'dashboard'**