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### **Testimonial from UCA, Farnham**

Partnership Working Ltd delivered two CPD workshops for the University for the Creative Arts' Creative Advantage business support programme for the creative industries during Spring 2010:

April - Essentials of Effective Bid Writing  
May - How to form and bid as a Partnership/Consortia

Partnership Working's Top Ten Tips for tendering gave delegates an objective decision-making framework when looking at tenders. Deb suggested ways in which to tip the balance in favour of innovative and creative small businesses whilst minimising risk to the client. Hilda complemented Deb's approach during the May workshop and showed an excellent understanding of the Industry through her use of relevant examples and case studies.

Deb and Hilda have a practical and engaging presentation style. Both work hard to involve everyone during the workshop and clearly enjoy sharing their passion for small business success!

The feedback from both workshops was very positive. Participants found the workshops informative and inspirational and I would highly recommend Partnership Working Ltd.



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