

TASK DETAILS	
Title	ESTABLISHING BUSINESS PARTNERSHIP
Type	TEAM
Activity Stage	BUSINESS PROCESS
Department	MARKETING
Duration	RECURRING
LEARNING OBJECTIVE	OUTPUT
	Business Partnership Contract Plan

INTRODUCTION

One effective way to increase sales is by establishing business partnerships with other virtual companies. Such partnerships can be formed by agreeing on specific sales volumes and mutually beneficial terms.

No	ACTIVITY
1	Identifying Potential Partner Companies The Chief and team members will identify companies that could become potential partners. Look for companies likely to need the products or services your company offers.
2	Creating Attractive Partnership Packages Develop special packages, such as discounts or customized products, to attract potential partner companies and coordinate with the IT & Media Department to design e-brochures that highlight these exclusive offers.
3	Drafting the Partnership Contract Research examples of simple business contracts between two companies to use as a reference when creating your own partnership agreement. <ul style="list-style-type: none"> Ensure the contract includes the following key information: <ul style="list-style-type: none"> Names of the responsible parties (CEO or Chief of each company) Description of the partnership (e.g., sale of 500 clothing units) Duration of the agreement Value of the partnership Bank account details Signatures of both parties Make sure both parties comply with the terms outlined in the signed contract.

REFERENCE

"Hukum Perikatan" – Subekti (Gramedia Pustaka Utama)

"Dasar-Dasar Hukum Dagang Indonesia" – Munir Fuady

TASK TEMPLATE

Business Partnership Contract – [LINK](#)