

**PARTNERSHIP  
BROKERS  
TRAINING**  
Level 1

**A 4-day training course  
for those brokering multi-stakeholder partnerships**



14 - 18 May 2012  
North Wales, UK

## What is the Partnership Brokers Training Programme?

There is a growing demand worldwide from business, public sector, civil society and donor agencies for greater competence in scoping and managing the partnering process in non-traditional partnerships and cross-sector collaboration.

A partnership 'broker' is someone who works as an intermediary building effective and innovative collaboration. Partnership brokers can be either **internal** – responsible for negotiating or managing partnerships on behalf of their organisation – or **external** – those offering independent partnership brokering services.

Established in 2003, the globally recognised **Partnership Brokers Training Scheme** builds the practical brokering skills and professional practices necessary to address complex challenges in the partnering process at all phases of a partnership's life cycle.

### About the training

A 4-day skills training and professional development that includes:

- A theoretical framework for partnership brokering and the importance of good brokering in the development of robust, efficient and innovative partnerships
- Brokering skills development in: scoping, resource-mapping, facilitation, interest-based negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership brokering challenges
- Action planning for individual applications of the lessons from the course

The participant group will comprise up to 16 people from a range of organisational backgrounds – the numbers are designed to maximise potential for personal attention and individual opportunities for skills building and professional development.

"This programme has given my partnership brokering work a 'soul'. The delivery was precise and to the point. I now have a clear picture of the entire brokering process and how best I can execute my role. I have renewed confidence and increased skills. It was an excellent experience."

Course graduate (Bi-lateral agency, India)

### About further training opportunities

Successful completion of the 4-day Level 1 training is recognised by a certificate signed by the course tutors. Those who complete the training will join a global network (more than 600 people) of Level 1 graduates. They will also be eligible to apply for a range of Level 2 training courses. These are:

- Professional Accreditation (mentored professional practice and formal examination)
- Certificate in Training (a 5-day residential course)
- Certificate in Partnership Brokering Research (on-line programme)
- Certificate in Advanced Partnership Brokering Practice (5-day residential course)

From January 2012, all partnership brokers training courses will be certificated / accredited by the Partnership Brokers Association - an independent, international, not-for-profit organisation being registered as a company limited by guarantee in the UK. All participants who complete the Partnership Brokers Level 1 training will become members of this professional association giving them access to further partnership brokering resources - research findings, tools, and advanced (Level 2) training options.

Drawings courtesy of Maria Hayes



## Previous participants

More than 600 people have completed this course in different parts of the world. One of the real benefits of attending this course is the opportunity to work alongside people from different sectors and organisational backgrounds as well as those operating as independent specialists. Organisations that have sent individuals on the course to date include:

Accenture, Africa Development Bank, Aga Khan Foundation, AusAID, BBC, Birdlife International, Business in the Community, CARE, City of London, DfID, Earthwatch, Flora & Fauna International, GTZ, Marie Stopes, Microsoft, Nabard Bank, Nike, Oxfam, Plan International, PWC, Rio Tinto, Save the Children, Shell, UNDP, UNICEF, UNHCR, Unilever, UK's Department of Justice, US State Department, WEF, WHO, WWF

“This training was practical and immediately applicable to the challenges I was facing in a variety of multi-sector partnerships. The combination of a diverse range of participants, real life experiences, action learning and practical applications made for a very worthwhile investment. I highly recommend it to anyone who plans to be involved or needs to better understand how to be more effective in multi-sector work.”

Course graduate (Corporate sector, Europe)

## Who should attend and criteria for acceptance



To be accepted onto the course, applicants should be active partnership practitioners\* involved in the management and development of multi-stakeholder partnerships and should be able to demonstrate the following:

- **Educational attainment** at higher education level in a related field and/or practical experience that combines analytical capabilities with an aptitude for working with diverse groups;
- **Management support** for their participation in this course;
- **Opportunities** for the practical application of partnership brokering skills.

\* Please note this is not a beginner's course – for a more basic partnering skills course please contact [www.ThePartneringInitiative.org](http://www.ThePartneringInitiative.org)

## Lead Trainer

### Ros Tennyson



Since 1992, Ros has led IBLF's work in cross-sector partnering. Over the years this has involved partnership promotion and partnership-building activities in more than 30 countries as well as the development and delivery of tailored training programmes for corporations, NGOs, the World Bank and other UN agencies.

From 2001-2007 she was co-Director of a Post-Graduate Certificate in Cross-Sector Partnerships, an initiative run as a collaboration between IBLF and the University of Cambridge Programme. In 2003 she co-founded the Partnership Brokers Accreditation Scheme, taking over as sole Director in 2008. In 2010 she founded the Partnership Brokering Project.

## About the venue

Trigonos is a community-based not-for-profit centre in the Snowdonia National Park, North Wales. Run as a social business and with striking views of Mount Snowdon across fields and a lake, it provides a perfect retreat atmosphere for focussed, uninterrupted work.

Participants will have single study bedrooms, access to a studio, library and meeting rooms for small group work and study / private reading / reflection. Food is all home-cooked and largely home-grown and organic.

The course starts at 12pm on Monday 14th, and finishes at 2pm on Friday 18th. Transport from / to Bangor train station will be provided. The nearest airport is Manchester (2 hours by road).



## Fees

The fee for the training is £2000 UK. This includes tuition costs, background reading materials, copies of all the training materials, accommodation and all meals. The fee does not include travel. The fee will be payable once your application has been approved. Your place on the course will be secured only when full payment has been received.

## How do I apply?

Applications for this residential cohort are now being invited. You are advised to get your application in promptly to avoid disappointment. **The deadline for applications is 5 April 2012.**

To download the application form please go to:

<http://partnershipbrokers.org/w/training/level-1/>



The Partnership Brokering Project

[www.partnershipbrokers.org](http://www.partnershipbrokers.org)

[info@partnershipbrokers.org](mailto:info@partnershipbrokers.org)