

**PARTNERSHIP
BROKERS
TRAINING**
Level 1

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



Monday 20th - Tuesday 21st,
Thursday 23rd - Friday 24th
February 2012
London, 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

About the venue

The Partnership Brokers Training courses are typically located in a 'retreat' type of venue and this London cohort is no exception.

Situated within the heart of the Kings Cross area overlooking Regents Square, Lumen is a RIBA award winning building recently refurbished. It is a community focused centre, housing original artwork and a small gallery for local artists. The training rooms overlook a courtyard garden, providing a quiet space for focused working in central London.



Photo by Nick Kane

Fees

The fee for the training is £1,200 UK. This includes tuition costs, background reading materials, copies of all the training materials and refreshments. The fee does not include accommodation, travel and lunch (there is an excellent reasonably priced café at Lumen). 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 non-residential cohort based in central London are now being invited. You are advised to get your application in promptly to avoid disappointment. **The deadline for applications is 10 January 2012.**

To download the application form please go to:

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



The Partnership Brokering Project

www.partnershipbrokers.org

info@partnershipbrokers.org