

## **Making Partnerships Work**

### **A professional training course for those facilitating multi-stakeholder dialogue and managing the partnership process**

**9-12 June 2014  
New Delhi, India**

There is a growing need and demand worldwide from all sectors for greater professionalism in shaping and managing partnerships and other forms of cross-sector collaborations. India is no exception. The Indian economy has been consistently growing and increasingly witnessing intra- and cross-boundary collaborations across sectors. There is an emerging need for a partnership culture for Indian organisations and professionals, whether working domestically or globally. It is increasingly important for organisations to engage with local communities and stakeholders in order to foster greater inclusion and promote a positive and favourable growth environment.



Such complex dialogues and partnerships need innovative collaboration techniques. Professionals from business, government and non-profit organisations need new combinations of skills and approaches to manage the partnering process with confidence, vision and rigour.

Established in 2003, this globally recognised training course builds professional skills and practical approaches necessary to address challenges that occur in the partnering process at all stages of the partnership cycle.

*“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)



The course includes:

- A theoretical framework for partnership process management to ensure efficient, inclusive and innovative collaboration that yields results
- Building skills in: scoping, resource-mapping, facilitation, interest-based negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership process challenges
- Action planning to enable participants to apply the lessons from the course to their day-to-day partnering and multi-stakeholder collaboration work

## Lead trainer



Ros Tennyson has over 20 years experience in cross-sector partnering and partnership brokering. In 2003 she co-founded the Partnership Brokers Accreditation Scheme and in 2011 the Partnership Brokers Association. She has written a number of pioneering case studies, think pieces and tool books on aspects of partnering and has worked with all main sectors in the UK and overseas (notably in South Asia) undertaking a range of training and partnership brokering work.

## Costs

The course fee is **INR 50,000** plus tax for participants living or working in India. For international participants coming to India for the course, the fee is **UK£800**.

Included in the course fee: light refreshments, lunch, applicable taxes, tuition costs, pre-course preparation materials, course handbook & course materials. The fee also includes membership of the international Partnership Brokers Association giving access to latest thinking and practise in this field as well as eligibility for further training.

The course fee does not include: accommodation, travel to/from the venue, per diems.

A limited number of bursaries are available for small non-profit organisations or those working as independent partnership specialists.

## The application process

Applicants for the course need to complete an application form:

For applicants based in India: download the form (<http://partnershipbrokers.org/w/training/level-1/>) and email the completed form to: [programmes@c4rb.in](mailto:programmes@c4rb.in)

For applicants based outside of India: download the form (<http://partnershipbrokers.org/w/training/level-1/>) and email the completed form to: [info@partnershipbrokers.org](mailto:info@partnershipbrokers.org)

To be accepted onto the course, applicants should already have some experience of multi-stakeholder partnering or in the management and development of consortia or coalitions designed to promote some aspect of inclusive and sustainable development.

The non-residential course runs over four days 9am to 5pm The fee is payable upon acceptance of your application and your place on the course is secured when full payment is received.

## The venue



The venue is the India International Centre in New Delhi. Considered one of the country's premier cultural institutions, the IIC is a non-government institution. Its purpose is to promote understanding and amity between the different communities of the world.

## Organisations involved

The **Partnership Brokers Association** is the international professional body for those managing and developing collaboration processes. We are a not-for-profit registered in the UK and working internationally. Our Vision is a more equitable and sustainable world through innovation, efficiency and excellence in multi-stakeholder collaboration. Our Mission is to promote understanding of, and build capacity for, partnership brokering as fundamental to achieving this vision. We work to ensure that those operating as partnership brokers are knowledgeable, skilled, principled and professional in how they carry out the role.

The **Centre for Responsible Business** (CRB) facilitates organisational behaviour change through responsible business strategies and practices that contribute to harmonious relationships in the workplace. We support actors and stakeholders across the value chain as they move towards a more sustainable and responsible future.

CRB builds capacities for design, development and implementation of self-regulatory social and environmental standards. We focus on voluntary standards that support stakeholders across the value chains. We couple this with a focus on impact of our interventions on workers, working conditions, factories, farms and producers and their business and the environment.

Previous participants include representatives from: Accenture, Alcoa, Aga Khan Foundation, ASHA, AusAID, Business Community Foundation, BRAC, CARE, DfID, Divya Chaya Trust, GiZ, Governments of Orissa & West Bengal, IFC, ILO, Marie Stopes, Micronutrient Initiative, Microsoft, Nabard Bank, Nike, Oxfam, Partners in Change, Plan International, Pfizer, PWC, Rio Tinto, SAB Miller, Save the Children, Schumacher Center, Shell, Standard Chartered Bank, State Urban Development Agency, Total, Tullow Oil, UNAIDS, UNDP, UNICEF, UNHCR, UNESCO, , Unilever, WEF, WHO, WWF, World Bank, World Vision

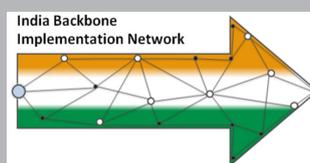
Drawings courtesy of Maria Hayes

This training is run in association with:



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

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wbcds India



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