

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

16-17, 19-20 March 2015  
London, UK

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, consortia & coalitions
- 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

A small, diverse participant group will maximise potential for personal attention and individual opportunities for skills building and professional development. Previous participants include representatives from:



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



"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)

## What is the Partnership Brokers Training Programme?

There is a growing demand worldwide from all sectors 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. Objectives of the training:

- Deepen understanding of professional partnership process management (partnership brokering)
- Introduce partnership brokering concepts and practical tools
- Build key skills and professional confidence in this field
- Explore innovative approaches to problem-solving and transformative interventions
- Promote a 'reflective' approach to professional practice and partnership brokering good practice principles
- Create new knowledge about partnership brokering and its value



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, participants who attend all sessions will be awarded a formal certificate of attendance. For those who have to miss 1-3 sessions for good reason, the trainers have the discretion to invite them to submit further work to show that they have reflected on the missed material. Anyone who misses more than 3 sessions will be able to complete the course but will not be awarded a certificate and will not be eligible to apply for any Level 2 course.

The fee is **£1300 UK** (includes tuition costs, background reading materials & copies of training materials. Does not include travel, accommodation & meals). The fee is payable upon application, your place on the course is secured when full payment is received.

The venue is Lumen, situated within the heart of the Kings Cross area overlooking Regents Square. It is a RIBA award winning building - 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

Participants who complete this training will become alumni of the Partnership Brokers Association giving them access to further partnership brokering resources - research findings, tools, and advanced (Level 2) training options.



**Partnership Brokers Association**

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

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