

**A 4-day training course
for those brokering multi-stakeholder partnerships
in The Netherlands and Belgium**

19-20, 22-23 May 2014
Amsterdam, The Netherlands

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

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, Between Us, Birdlife International, CARE, DfID, DSM, Earthwatch, European Centre for Development Policy Management, Flora & Fauna International, FMO, GTZ, King Baudouin Foundation, Mama Cash, Marie Stopes, Microsoft, Ministry of Foreign Affairs (The Netherlands), NCDO, Nike, Oxfam, Plan International, PWC, Royal Tropical Institute, Save the Children, Shell, SNV, UNDP, UNICEF, UNHCR, Unilever, Wageningen University, 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)

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.

Criteria for acceptance

This course is for those working in The Netherlands or Belgium, or those working with Dutch or Belgian organisations overseas.

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.

"The role play and exercises encouraged my learning process...I have new perspectives on my role and on partnering, and (I have) tools I can work with"

Course graduate (NGO, the Netherlands)

Further training opportunities

Participants who complete this training will join the Partnership Brokers Association giving them access to further resources including research findings, case studies and tools. In addition, there are a number of further training options available:

These are:

- Professional Accreditation (mentored professional practice and examination – distance learning)
- Training Skills Certificate (5-day residential course)
- Research Certificate (tutor support for a programme of action research – distance learning)

Please note that participants who attend all sessions will be awarded a PBA certificate entitling them to become alumni of the Association and to apply for Level 2 courses. Anyone who misses one or more sessions will be able to complete the course but will not be entitled to receive the PBA certificate nor be eligible for Level 2 courses.

Drawings courtesy of Maria Hayes



The training team

Helga van Kampen

Helga began her career as a teacher before moving into the NGO sector. She has worked in South Africa, focusing on sport in development. During this time she initiated and managed an array of multi-sector partnerships.

Helga worked at NCDO, heading up their training department. During this time she was engaged with networks and partnerships in the areas of global education and citizenship and business in development.

She is now working independently, and is an Authorised Trainer for PBA. She trains in the field of multi-stakeholder partnering, and also does support work for partners particularly in the areas of scoping, reviews and moving on.

Bas Gadiot

Bas has a background in cross-cultural management, anthropology and conflict studies. He founded the Critical Mass foundation which aims at supporting processes of conflict transformation amongst youth and educators in Dutch society. He managed and brokered several multi-stakeholder partnerships in the Netherlands and the European Union, and was involved in a programme that aimed at international cooperation in transforming societies dealing with conflict in cooperation with Israeli and Palestinian conflict experts.

Bas now works for NCDO as a senior trainer and content developer. He designs training curricula, workshops and delivers the Partnership Brokers Training. He is keen on supporting people to understand how they can improve their personal effectiveness in situations of complex cooperation. He aims to help people bring out what's not seen and use that data to inform their work.

Fees

The fee for the training is €1600. This includes tuition costs, background reading materials, copies of all the training materials and lunch. The fee does not include travel, accommodation or other meals. 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.

Applications

Applications for this cohort are now being invited. You are advised to get your application in promptly to avoid disappointment. The deadline for applications is May 1st.

The application form is available on the [NCDO website](#).



The organisations

NCDO - the host

NCDO is a Dutch expertise and advisory centre for citizenship and international cooperation. NCDO promotes public awareness of international cooperation and the importance of active Dutch involvement in this area. NCDO carries out research, provides information and advice, stimulates public debate and is actively involved in the field of training and education. During the implementation of these activities NCDO cooperates with government, political and social organisations, the business community and the research sector. NCDO encourages cross sectoral learning.

Partnership Brokers Association

The Association is a professional organisation for partnership brokers, focussing on vocational training courses to set high brokering standards. It is a small non-profit based in the UK and working internationally, building the knowledge of partnership brokering through action enquiry and participative research. The Association seeks to work with its alumni to advance the practice of innovative and efficient collaboration.

The venue

Dek West, Haparandadam 7, Amsterdam

Dek West is situated in an industrial building called 'De Bonte Zwaan' in de Houthavens at the Westelijke IJ-oever in Amsterdam. De Bonte Zwaan was built in 1966 on the NDSM-wharf as a building for harbour personnel and businesses at the docks of the IJ. In 2002 De Bonte Zwaan was redesigned as an office building for creative entrepreneurs.

The meeting space Dek West is on the ground floor of this building and offers a wide view on the harbour.



www.ncdo.nl

www.partnershipbrokers.org

NC
DO