

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

27-30 May 2014
Seattle, USA

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.

Established in 2003, the globally recognized **Partnership Brokers Training** 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.



A 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

Previous participants include: Barrick Gold Corporation, The Boeing Company, CARE, Canadian Cooperative Association, Canadian Red Cross, Environment Canada, Federation of Canadian Municipalities, The Giving Practice / Philanthropy Northwest, International Finance Corporation, Ironore Company of Canada, iWE Studio, The Learner First, MaRS, Micronutrient Initiative, Microsoft, The Natural Step, The Nature Conservancy, Nike, Niskamoon Corporation, PAHO, Peer-Ed, Plan International, Population Council, PWC, Rio Tinto, Rural Secretariat of Labrador & Newfoundland, Social Venture Partners, Toronto Atmospheric Fund, UNDP, UNICEF, Unilever, UN Fund for Agricultural Development, University of Waterloo, US Air Force, US Department of State, Water for People, Wise Programs, WHO, World Vision

"I love the integration of diverse learning activities to help draw out differing personalities, and cater to various styles of preferred learning... Having experienced the training and being able to draw from the discussions which followed during the week helped me get through a tough partnership challenge. I like being able to refer to a methodology for helping me get through it – looking at it from this mindset was healthy." - Private Sector participant, USA

"This has been more valuable than any of the executive leadership courses I've taken...it's given me more than tools...it's changed my thought patterns and my entire approach to leadership." - Public Sector course participant, USA

Level 1 in Seattle in collaboration with:



This course is for active partnership practitioners involved in the management and development of multi-stakeholder partnerships, 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;
- **Opportunities** for the practical application of partnership brokering skills.

Participants who attend all sessions will be awarded a certificate of attendance. Those who have to miss 1-3 sessions will be invited to submit further work. More than 3 sessions missed means there will not be a certificate nor eligibility for Level 2.

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

Lead Trainer



Greg Butler has worked in the area of Cross-Sector Partnerships for over 20 years, in both the public and private sectors. Over the last 10 years he has had roles that led Microsoft's efforts in partnership building in the education area, and is now based at Collaborative Impact. Greg is an accredited Partnership Broker, Mentor and authorised Partnership Brokers Training Level 1 Trainer. He also is a graduate of the Post-Graduate Cross-Sector Partnerships program at the University of Cambridge.

The venue

The Impact Hub Seattle is a coworking space, events space, and launch pad for purpose-driven ventures that create more value than they capture. They believe in a better world through inspiring entrepreneurship; through community, space and educational events.

220 Second Ave South
Seattle, WA, USA 98104



The course fee is \$1950 (includes tuition costs, materials and lunch. Does not include travel and accommodation). For an application form please go to: <https://pba-seattle.eventday.com/>

Early Registration Discount: \$1550 to those who register by May 1st.

For more information and completed application forms please contact Catie Schuster: catie@collaborativeimpact.net

The registration deadline is May 09, 2014. The course is non-residential.

"As a result of the course I have come up with many new ideas and approaches to find opportunities to help solve problems I thought I could not tackle, as well as great knowledge to take back to my organization... This was truly transformational." NGO Sector course participant , Canada



Drawings courtesy of Maria Hayes

www.partnershipbrokers.org

