

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

27-30 October 2014
Toronto, Canada

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 a skilled professional who works in an intermediary capacity (either as an independent consultant or most often inside an institution) curating the building of effective and innovative collaboration.

Established in 2003, the globally recognised **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

The participant group size is designed to maximise potential for personal attention and individual opportunities for skills building and professional development.

Previous participants include: Agriteam Canada Consulting, Barrick Gold Corporation, CARE, Canadian Blood Services, Canadian Cooperative Association, Canadian Food Inspection Agency, Canadian Institutes of Health Research, Canadian Red Cross, Centre for Chronic Disease Prevention, Chevron Canada Resources, Dalhousie University, EEM, Elizabeth Fry Society, Environment Canada, Federation of Canadian Municipalities, Foreign Affairs Trade & Development Canada, Humanitarian Coalition, Iodine Network, Ironore Company of Canada, MARS, Micronutrient Initiative, Microsoft, The Natural Step, Niskamoon Corporation, Ontario Council for International Co-operation Plan International, PWC, Public Safety Canada, Rural Secretariat of Labrador & Newfoundland, Saskatchewan Economic Development Association, Shell Canada, Social Innovation Generation, Suncor Energy Foundation, Toronto Atmospheric Fund, TransCanada Corporation, UNDP, UNICEF, Unilever, University of Ottawa, University of Waterloo, Wise Programs, WHO, World University Services of Canada, World Vision

"This training has accentuated my learning and will definitely deepen my practice. It has also inspired me to expand my partnership brokering role and tasks – this stuff is critical." Course graduate (Corporate sector, Canada)

"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 organisation... This was truly transformational." Course graduate (NGO sector, Canada)

Who should attend



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 PBA certificate entitling them to become alumni of the Association and to apply for Level 2 courses. Anyone who misses 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.

Training team



Julie Mundy is an experienced partnerships specialist & a PBA Authorised Lead Trainer & mentor. She has worked as both an internal & external partnership broker in international development, project design, management, strategy, leadership & governance for almost

20 years. Julie has specific sector expertise in women's health & the INGO sector, her recent focus has been partnership agreement negotiation, conducting reviews of major bilateral/NGO partnerships in the rural development, health, education & NGO sectors, & designing and conducting partnership training programs across a range of agencies and sectors.



Jocelyne Daw is a recognized pioneer and leading expert in the evolution of authentic business & community partnerships and the integration of branding, social purpose, and community engagement into organizational strategy and culture.

She is an author, and the Founder and CEO of JS Daw & Associates, a boutique consultancy that designs innovative community strategies and partnerships that create shared value, build stand out brand identity, strengthen relationships and accelerate positive social impact. Jocelyne is an accredited partnership broker.

Fees and applications

The fee is **CAD\$2200 plus HST** (includes refreshments, tuition costs & materials. Does not include travel, accommodation & meals). The fee is payable once your application has been approved. Your place is secured when full payment is received.

Due to limited space, you are advised to get your application in promptly.

To apply please go to: <http://ocic.on.ca/partnership-brokers>

Earlybird offer: discount of 10% if you apply by 8 Aug

"I have enjoyed a number of wonderful professional development opportunities throughout my career, but Level 1 is certainly at the top of that list! I believe the content, expert instruction, and inspiring colleagues form a magical product that is second to none!" Course graduate (Public Sector, Canada)

About the venue

Campbell House is a museum in the heart of downtown Toronto. It is the oldest surviving building from the Town of York and an outstanding example of Georgian architecture. The museum celebrates contemporary responses to its unique heritage setting through a program of cultural activities focusing on food and wine, art, theatre, music and history.



Drawings courtesy of Maria Hayes



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