

# Advanced Skills in Partnership Brokering

01-05 October 2018, Edmonton, Canada  
PBA Advanced Practice Programme

This **5-day course** takes the Partnership Brokers Training to the next level. It is designed to build further **confidence and competence** in managing a range of partnership brokering interventions to promote really effective and potentially transformational partnering.

Such **interventions** can include:

- Building deeper understanding between partners
- Helping partners address their partnering anxieties
- Facilitating open (sometimes difficult) conversations
- Strengthening individual and organisational partnering capacity
- Taking on more formal coaching, mentoring and / or training roles



Drawings courtesy of Maria Hayes

## Training concept and approach

A basic assumption of the course and, in our view, central to the professional discipline of partnership brokering, is that those operating as partnership brokers need to embody a number of basic partnering principles in the way they undertake the role. These include **being equitable and transparent** as well as being willing to **challenge assumptions and habitual behaviours**.

How to best model such principles and interactions?

How can partnership brokers best model such principles in their interactions with partners and also encourage those they work with to adopt such principles themselves?

We have referenced a range of sources in evolving this course including: Paolo Freire, Malcolm Knowles, Otto Scharmer and Wilfred Bion. We also consider the value of concepts such as Complexity Theory for partnership brokers in 'holding space' for partners so that **solutions can emerge when the time is right**.

As with all our training courses, we **build on the evidence and experience** from our own on-going work in partnership brokering and from qualified partnership brokers operating in diverse contexts and with different models of partnership.

The course offers the opportunity for participants to build their skills through detailed planning, delivery and experience of practice sessions and to deepen their capacity to observe, listen, build on feedback and become more adept at responding to the question **'what is needed now?'** – especially where this may mean challenging partners to bring about necessary change.

**The course offers the opportunity for participants to:**

- Explore a number of **theoretical frameworks** that underpin partnership brokering approaches
- **Frame interventions** in the context of an action learning model
- Consider some key issues in **managing group processes**
- Deepen skills as **facilitator-trainers\***
- Strengthen capacity to **co-work effectively**
- Work on themselves in terms of being **'alert, prepared and ready'** to meet various partnership brokering challenges

\* This course is a pre-requisite for anyone interested in becoming an authorised PBA Trainer, Associate or Mentor.

## Participant profile

Candidates have successfully **completed the 4- day Partnership Brokers Training** and bring:

- **Enthusiasm for building** partnership brokering skills and professional development.
- Experience of **working as a partnership broker**, in either an internal or external capacity.
- Some experience of **working with groups** – whether in a learning, training or facilitating capacity.
- **Interest in deepening** understanding of adult learning approaches, participatory training methods, working with multi-sector perspectives and collaboration for change processes.
- Commitment to helping organisations / groups **realise their collaborative potential**.

## Trainer



**ROS TENNYSON** - Between 1992 and 2011, Ros led the cutting edge partnership work of the International Business Leaders Forum. During that time, she co-created both the Partnering Initiative and the Partnership Brokers Project. A prolific author and widely recognised trainer, advisor and thought leader in this field, she has worked for a range of agencies and in many locations across the globe. Since 2012, Ros has also been Director of Strategy and Innovation for the Partnership Brokers Association.

## Resource person



**JOCELYNE DAW** is a pioneer and expert in the evolution of authentic cross-sectorial partnerships, collective impact and community engagement. For over 30 years, she has helped countless organizations and people build successful partnerships through coaching, training and facilitation. Her boutique consultancy, JS Daw & Associates, specializes in designing and supporting breakthrough community strategies and partnerships. She is an internationally published author, speaker, Accredited Partnership Broker and Authorized Practitioner Trainer.

## Application and fees

The course fee is **CND 2,700** (Canadian Dollar. VAT not applicable). This includes training fee, course materials and refreshments. The course fee does not cover travel costs, accommodation lunch or other meals.

If you are interested in applying or would like to discuss the suitability of the course for your needs, please **download the application form** and get in touch with **Jocelyne Daw at [jocelyne@jsdaw.com](mailto:jocelyne@jsdaw.com)**. The course is limited in size to ensure a high level of individual attention and opportunity for practice, so early application is advised.

**Grants:** Eligible participants may apply to the Canada-Alberta Job Grant program for a two-third fee reimbursement. For more details and to apply for a grant please visit **Canada-Alberta job grant page**. Attendees outside of Alberta can check their province's similar job grant program to determine if they are eligible for grant support.

## Venue and contact

The course will be **hosted by the Edmonton Chamber of Voluntary Organizations**.

**Training Venue:** City of Edmonton Tower, 10111 104 Ave NW, Edmonton, Alberta

**Contact:** Jocelyne Daw, [jocelyne@jsdaw.com](mailto:jocelyne@jsdaw.com)

We welcome all enquires and one of the course trainers will be happy to discuss the training experience with you should you want more information before making up your mind to apply!

*"The theoretical concepts were totally new to me and have opened the door to structured knowledge and appreciation... in my future partnership brokering work I will now know why I do every single thing. The door is also open for me to develop and improve this structured knowledge of the partnership brokering concepts along very clear paths." - Course graduate*



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