

SUPPORTING  
CHALLENGING  
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## Advanced skills in partnership brokering: **Walking The Talk**

13-17 November 2017, London, UK  
Partnership Brokers Training Level 2



Drawings courtesy of Maria Hayes

This **5-day course** takes 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\*

*\*This course replaces the Training Skills Certificate*



**PARTNERSHIP**  
BROKERS ASSOCIATION

LEARNING • TRAINING • TRANSFORMING

## 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 a range of 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**

## Training team



**ROS TENNYSON** - Between 1992 and 2011, Ros led the cutting edge partnership work of the International Business Leaders Forum (IBLF). During that time, she co-founded: the Post-graduate course in Cross Sector Partnerships (with the University of Cambridge), The Partnering Initiative (IBLF's specialist partnership unit) and the Partnership Brokers Project (now the Partnership Brokers Association). She has published extensively – authoring or co-authoring TPI's Tool Book series – and has run partnership activities in many countries working with all sectors. Ros is an accredited Partnership Broker, a PBA Authorised Trainer and a Level 2 Mentor.



**HELGA VAN KAMPEN** - Helga van Kampen is a partnership specialist, working independently since 2011. She supports complex global partnerships in developing, managing, reviewing and moving on processes. Helga has worked with a wide variety of organisations from all sectors. As a cultural anthropologist she is interested in and focuses on complex global issues. She strongly feels that joint effort is needed to address these issues. Helga supports professionals in the HOW of collaboration. As a consultant she supports organisations to develop or strengthen their partnership skills, strategy and steering mechanisms in order to maximise impact. She furthermore researches how best to maximise and capitalise on the added value of collaboration.

## Application and fees

The course fee is **GBP 1600** (British Pound. VAT not applicable). This includes training fee, course materials (including the course workbook and all slides) and refreshments. The course fee does not cover travel costs, accommodation lunch, or other meals.

To apply please **download the application form**, and send it fully completed to **level2@partnershipbrokers.org**.

The course is limited in size to ensure a high level of individual attention and opportunity for practice, so early application is advised. Once an application is accepted, an invoice for the course fee will be sent. Places are confirmed only when the fee has been paid. If there are any special arrangements needed for payment, please make this clear in your application form.

The course will be held in central London. Full details, together with joining instructions and a pre-course module will be sent to enrolled participants 3 weeks prior to the course.

## Venue and contact

The course will be hosted at **LUMEN**, Tavistock Place, London WC1H 9RS, UK.

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! Get in touch by emailing **level2@partnershipbrokers.org**.

*"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*



Visit **www.partnershipbrokers.org** and tweet about your partnership brokering experiences **@PBA\_Brokers**.