

SUPPORTING
CHALLENGING
CHANGING

Advanced skills in partnership brokering

10-14 September 2018, Melbourne, Australia
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



BULBUL BAKSI - Bulbul has a background in social science, mental health, and partnership brokering. She is also a practicing psychotherapist. She has worked extensively in the field of development management, and in the public sector. She works both with grassroots organisations and with strategic and policy-level partnerships. She is currently developing training courses for those involved in mental health work. Bulbul is a PBA Accredited Partnership Broker, Authorised Practitioner Trainer and Accreditation Programme Mentor.



JULIE MUNDY - Julie is the Development Director of Training at PBA, and has worked in international development across Asia and Southern Africa for over 20 years in project and organisational design, management, strategy, leadership and governance. Her recent focus has been complex partnership agreement negotiations between government, international corporates, donors and NGOs; partnership reviews, as well as partnership capacity building programs for a range of agencies. Julie is a PBA Accredited Partnership Broker, Authorised Practitioner Trainer and Accreditation Programme Mentor.



MARCIA DWONCZYK - Marcia brings experience from Australia and overseas to her extensive partnering, community engagement and complex methods work. She has worked as both an internal and external partnership broker across Government, NGO, Education and for profit sectors. Her most recent focus is on building capacity for engaging diverse stakeholders around complex issues and innovative methodologies to monitor impacts. Marcia is a PBA Accredited Partnership Broker, Authorised Practitioner Trainer and Accreditation Programme Mentor.

Application and fees

The course fee is **AUD 2600** (Australian Dollar, plus GST). **Early birds only pay AUD 2500** (plus GST) if they get application and payment in by **July 9, 2018**.

The course fee includes training fee, course materials (course workbook and all slides) as well as lunch and refreshments. The course fee does not cover travel costs, accommodation or other meals.

To apply submit the **application form** 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.

Venue

Venue: University College, The University of Melbourne

Address: 40 College Crescent, Parkville VIC 3052, Phone +61 3 9347 3533

Visit **www.unicol.unimelb.edu.au**

Contact

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**.