

Advanced Skills in partnership brokering

12-16 November 2018, London, UK



Drawings courtesy of Maria Hayes

This **5-day course** takes partnership brokering insights and skills to the next level. It is designed to build further **confidence and competence** by:

- Tackling concerns and issues in an effective and transformational way
- Facilitating open (and sometimes difficult) conversations
- Strengthening individual and organisational partnering capacity

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 key 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 or unhelpful behaviours**.

**SUPPORTING
CHALLENGING
CHANGING**

How to best model such principles and interactions?

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

A range of sources are referenced in this course including Paolo Freire, Malcolm Knowles, Otto Scharmer and Wilfred Bion. We also consider the value of concepts such as Complexity Theory to enable partnership brokers to know why and when to 'hold space' for partners so that **solutions can emerge when the time is right**.

As with all our flagship Partnership Brokers Training course, we **build on the evidence and experience** from the own on-going partnership brokering work of our trainers and other Associates operating in diverse contexts and with different models of partnership.

The course also requires participants to co-work to undertake the detailed planning and delivery 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.*

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 New Initiatives for the Partnership Brokers Association.

Participant profile

Candidates must have **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**
- **Interest in deepening** understanding of adult learning approaches, participatory training methods, working with multi-stakeholder perspectives and collaboration for change processes
- Commitment to helping organisations / groups / partnerships **realise their collaborative potential**

Course fees

The course fee is **GBP 1,600** (VAT not applicable). This includes training fee, course materials and refreshments. The course fee does not cover travel costs, accommodation, lunch or other meals.

Applications

If you would like to discuss the suitability of this course for your professional development needs before making up your mind to apply, get in touch by emailing level2@partnershipbrokers.org. If you are ready to apply, please **register online**.

Please note: the course is limited in size to ensure a high level of individual attention and opportunity for practicing partnership brokering skills, so early application is advised.

Venue

The course will be hosted at **LUMEN CENTRE**, 88 Tavistock Place, London WC1H 9RS.

"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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