

**A 4-day skills development course  
for those involved in brokering and managing  
multi-stakeholder partnerships**

**29 - 30 January & 1 - 2 February 2018  
Amsterdam, Netherlands**

There is a growing demand in the Netherlands and internationally across all sectors for greater competence in managing the partnering process in multi-stakeholder partnerships **more effectively and efficiently**. This is particularly so with the government, business, not for profit, education and humanitarian sectors increasingly seeking to work together to solve complex social and development problems.

This unique and highly sought-after program provides those working in and on partnerships with frameworks, tools, techniques and skills development to build their **confidence and competence as partnership brokers**. It seeks to evolve frameworks from practice and builds on experiences of partnership brokering in diverse contexts and different models of partnership.

A **partnership 'broker'** is an **intermediary** building effective and innovative collaboration between partners. Partnership brokers can be either **internal** – responsible for negotiating or managing partnerships on behalf of their organisation – or **external** – those offering independent partnership brokering services.

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.

*"I now have the framework, tools and confidence to address the challenges of a particularly problematic partnership, including an action plan and timelines - excellent!" - Course graduate Australia*

**Graduates come from business, government, international agencies and non-profit organisations:** Accenture Development Partnerships, Australian DFAT, CARE International, Centrecare, Cordaid, DEEWR, Dutch Ministry of Foreign Affairs, FAO, Hivos, ICCO, IDH, Imperial, ING, Interface, Mama Cash, Nike, Oxfam (Novib), Plan International, Partnership Resource Center, Rabobank Foundation, Rutgers WPF, RVO, Save the Children, Simavi, Start Network, Solidaridad, SOS Kinderdorpen, Shell International, UNDP, UNHCR, UNICEF, Unilever, War Child, Wilde Ganzen, WOTRO, World Vision, WWF

## Training team



**HELGA VAN KAMPEN** - is an Authorised Practitioner Trainer and partnership specialist, who has been 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 efforts are needed to address these issues. Helga supports professionals in the HOW of collaboration. As a consultant she supports organisations to develop and strengthen their partnership skills, strategy and steering mechanisms in order to maximise impact. In addition, Helga's research focus has been on how best to maximise and capitalise on the added value of collaboration.



**RITA DIELEMAN** - is a Resource Practitioner who will support Helga during the training. Rita works with NGO's, knowledge institutes and companies involved in social and sustainable development. She helps organizations to put learnings into practice in a participatory way. Together with Helga van Kampen she developed the Partnership Learning Loop to assess the partnership process as she believes that the wellbeing of the collaboration itself effects the results of joint programmes. She is an Accredited Partnership Broker trained by PBA.

The Partnership Brokers Training is a **4-day 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, partnering negotiations, relationship-management, reaching agreement and reviewing
- Exploration of common partnership **brokering challenges**
- **Action planning** for individual applications of the lessons from the course

*"The course was highly applicable to the type of work I do with consortia and networks, and the kind of challenges I am faced with on a day-to-day basis. The material was relevant and helped give perspective to those challenges. The course also enabled the participants to step back and reflect on our own work in relation to what we were learning. I really appreciated the whole experience and went back to my role energised and ready for action." - Course graduate UK*

## Who should attend and criteria for acceptance



Drawings courtesy of Maria Hayes

This course is for active partnership practitioners involved in the management and development of multi-stakeholder partnerships at the national, regional and international levels who should be 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.

Please note that participants who attend all sessions will be awarded a PBA certificate entitling them to become alumni of the Association and to apply for further training opportunities (see details on the next page). Anyone who misses one or more sessions without an acceptable reason will be able to complete the course but will not be entitled to receive the PBA certificate nor be eligible for further trainings.

## Application and fees

The fee for the training is **EUR €1,700 (excl. 21% VAT)**. The fee includes tuition costs, background reading materials, copies of all the training materials, lunches and snacks.

The fee does not include travel or accommodation. The fee will be payable with your application. Your place on the course will be secured only when full payment has been received.

**Application:** [www.partnershipbrokerstraining.nl/Amsterdam2018-1](http://www.partnershipbrokerstraining.nl/Amsterdam2018-1)

For more information, please contact Authorised Practitioner Trainer **Helga van Kampen** at [hvkampen@xs4all.nl](mailto:hvkampen@xs4all.nl)

*"This Partnership Brokers training will challenge you at the personal level as much as at the professional level. I found it to be very practical, and have already used tools I learned within my organization to strengthen and redefine our current partnership. The hands-on learning methodology allows you to experiment with the tools and get valuable feedback. I will definitely continue to develop my skills as a Partnership Broker."*  
(Course graduate Canada)

## Further training opportunities

Participants who complete the Partnership Brokers Training will become alumni of the Partnership Brokers Association (PBA) giving them access to learning / research findings, tools, case studies, support services and further training options. These are: A long-distance mentored program leading to **Professional Accreditation**; and **Advanced Skills in Partnership Brokering** (a 5-day course offering more advanced partnership brokering skills).

**PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration.**

## The venue

The training will be hosted at the Impact Hub in Amsterdam in the Royal Tropical Institute (KIT). The venue is easy to reach via public transport and car, with paid street parking and a parking garage next door.

**Address:** Linnaeusstraat 2C, 1092 CK Amsterdam

**Venue Phone:** +31 (0)20 4274283

**Transport Information:** [www.amsterdam.impacthub.net/contact/](http://www.amsterdam.impacthub.net/contact/)

**Web:** [www.amsterdam.impacthub.net/](http://www.amsterdam.impacthub.net/)



*"I am much more confident in my skills and abilities after this course. The collaboration during the training has complemented my learning and the tools I'm taking away. What a great opportunity to learn from others and gain courage to try new things." Course graduate (Washington DC, 2016)*



Contact [hvkampen@xs4all.nl](mailto:hvkampen@xs4all.nl) and apply online at

[www.partnershipbrokerstraining.nl/Amsterdam2018-1](http://www.partnershipbrokerstraining.nl/Amsterdam2018-1)

Visit [www.partnershipbrokers.org](http://www.partnershipbrokers.org) and tweet about your partnership brokering experiences @PBA\_Brokers.