

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

PBA's Partnership Brokers Training

**4 - 7 December 2018 in Bangkok
Inaugural Offering in Thailand**

There is a growing demand in Asia 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, environment and welfare sectors, along with humanitarian sectors working on disaster, human trafficking and other such issues.

Increasingly, agencies are seeking to work together across organisations, sectors, geographical regions to address complex social and development problems. However, partnering, whether across sectors and geographical divides, or among units of the same organisation is fraught with challenges.

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.

"This programme has given my partnership brokering work a soul. The delivery was precise and to the point. I now have a clear picture of the entire brokering process and how best I can execute my role. I have renewed confidence and increased skills. It was an excellent experience."

Course graduate (Bi-lateral agency, India)

This course is run in association with

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

Training Team



BULBUL BAKSI - Bulbul has over twenty years of experience in the social development sector, working with grass roots NGOs as well as government ministries and bilateral aid and international cooperation organisations. She has supported public-private partnerships and helped government agencies manage change processes. Bulbul's partnership brokering experience in the last few years has focused on: helping to build multi-stakeholder partnership platforms, supporting networks and alliances to scope their roles and build appropriate governance mechanisms, and brokering difficult partner conversations, collaboration agreements and arrangements. Bulbul has also provided advice on embedding partnering approaches in organisations along with strengthening capacities through training, mentoring and coaching. She is an Authorised Practitioner Trainer and Mentor for the Partnership Brokers Association.



RHONDA CHAPMAN - has worked in international development cooperation and community development for over 25 years. She works with NGOs and government in Australia, has lived and worked in Central America and Cambodia, and currently works with clients in regional Australia, Australian NGOs, SE Asia and the Pacific. She provides advisory support in partnerships, program review and evaluation, governance and leadership, organisational systems, and capacity development. She is also the co-founder of a coworking and enterprise support space in regional Victoria where she applies partnering principles to help small and micro enterprises thrive and collaborate. Rhonda is a PBA Authorised Practitioner Trainer, Mentor and Accredited Partnership Broker.

About us

Partnership Brokers Association (PBA): Established in 2003, PBA is the international professional body for those managing and developing collaboration processes. PBA's primary aims are to:

- Challenge and change poor partnering practices so that multi-stakeholder collaboration can become truly transformational
- Ensure those operating in partnership brokering roles are skilled, principled and work to the highest standards
- Promote the critical importance of partnering process management to decision-makers in all sectors

Co-Impact offers an enterprising approach to a range of advisory, support and accompaniment services. These include partnering training and review, support for the governance of your partnerships, leadership mentoring, and general monitoring and evaluation services. For enquiries: rhonda@co-impact.com.au

Who should attend and criteria for acceptance

This course is for active partnership practitioners involved in the management and development of multi-stakeholder partnerships 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.

"The course was very well structured."

"The concepts were explained clearly and we were put into real life situations."

"This has helped me to understand the real meaning of partnership brokering."

Course graduates (Mauritius 2017)

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** or **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.**

Graduates come from business, government, international agencies and non-profit organisations: ActionAid, ACIAR, Alcoa, ANZ, Australian DFAT, AusTrade Commission, Australian Sports Commission, Australian Volunteers International, BP, BHP Billiton, CARE International, Centrecare, Chevron Australia, DEEWR, Engineers Without Borders, Gold Coast Medicare Local, Marie Stopes International Australia, Melbourne Business School, National Australia Bank, Newmont Mining, New Zealand Department of Conservation, Nike, Queensland Health, Rio Tinto, SA Native Title Services, Save the Children, Sea Alarm Foundation, Shell International, Start Network, SustainAbility, Sustainable Partnerships Australia Ltd, Telstra, UNDP, Unilever, University of Melbourne, Victorian Bushfires Reconstruction Authority, WEF, World Vision

Application and fees

The fee for the training is **AUD \$2,000** (or the equivalent of **USD \$1,500** paid in Australian dollars, AUD) Candidates who are employed nationally or locally by NGOs or governments in Asia, group bookings and candidates from developing countries may apply for a discounted course fee of **AUD \$1,350** (or the equivalent of **USD \$1,000** paid in Australian dollars, AUD). The decision to approve the lower course fee remains with PBA and Co-Impact.

This 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:

Download the Bangkok 2018 application at www.bit.ly/PBAtraining, complete it and submit to info@co-impact.com.au

For more information please contact info@co-impact.com.au

"The variety and diversity of learning approaches has been a real highlight of the course, and meant that I was also able to interact with almost all the course participants over the four days - and it was fun!"

Course graduate (Canberra, 2013)

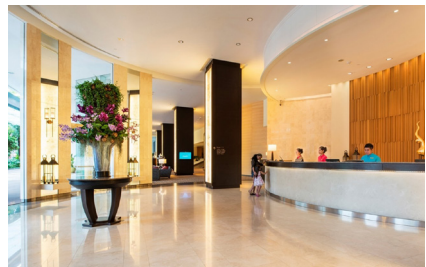
The venue

Chatrium Residence Sathon Bangkok

291 Naradhiwas Rajanagarindra 24,
New Sathon Road Bangkok 10120,
Thailand

T: +66 (0) 2672 0200 ext.7311

www.chatrium.com/chatrium-residence-sathon



Enquiries and applications to info@co-impact.com.au

Visit www.partnershipbrokers.org and tweet about your partnership brokering experiences [@PBA_Brokers](https://twitter.com/PBA_Brokers)