

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

**PBA's Partnership Brokers Training,
delivered in partnership with ICIMOD**

11 - 14 February 2019, Thimpu, Kingdom of Bhutan

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, humanitarian sectors working on disaster, human trafficking and other such issues.

Increasingly, agencies are seeking to work together across organizations, sectors, geographical regions to address complex social and development problems. However, partnering, whether across sectors and geographical divides, or among units of the same organization, 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** (PBT) 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 is a must-do training for anybody who manages multi-stakeholder partnerships. The methods and framework will guide the individual to be effective and help in dealing with uncertainty."

"Great skills training to help you learn to build and nurture partnerships."

Course graduates (Kathmandu 2018)

What does this training involve?

The Partnership Brokers Training is a **4-day skills training and professional development** course which includes:

- A strong **theoretical framework** that supports the development of robust, efficient and innovative partnerships, consortia & coalitions
- Sharpening **essential skills** in: scoping, resource-mapping, facilitation, partnering negotiation, relationship management, reaching agreement and reviewing
- Sharing **innovative tools and approaches** that will build and maintain strong partnerships and will assist partners in challenging and changing systems to become more partnership-friendly
- Exploring common **partnering challenge**

Objectives of the training:

- **Deepen** understanding of professional partnership process management (partnership brokering)
- **Introduce** partnership brokering concepts and practical tools
- **Build** key skills and professional confidence in this field
- **Explore** innovative approaches to problem-solving and transformative interventions
- **Promote** a 'reflective' approach to professional practice and partnership brokering good practice principles
- **Create** new knowledge about partnership brokering and its value
- **Consideration** of the issue of **leadership** in a collaborative model

Who should attend and criteria for acceptance

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.

About us

Partnership Brokers Association (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

Training Team



BULBUL BAKSI - 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.



JULIE MUNDY - is the Director: Training at the Partnership Brokers Association, and a highly experienced independent partnerships specialist. She has worked in international development across Asia and Southern Africa for over 20 years, in project and organisational design, management, strategy, leadership and governance. As both an internal and external partnership broker, she advises across a wide range of sectors, including climate change, health, governance, education and housing. Her recent brokering focus has been complex partnership agreement negotiations, conducting reviews and partnership capacity building programs. Julie has worked extensively across South Asia (Bangladesh, India, Nepal and Pakistan) since 1993, with governments, NGOs and international organisations, including ICIMOD. Julie is a PBA Accredited Partnership Broker, Practitioner-Trainer and Mentor.

Guest Trainer



ROS TENNYSON - is the Director of Strategy & New Initiatives at the Partnership Brokers Association and an Authorised PBA trainer. She has more than 25 years experience in pioneering new approaches to multi-stakeholder partnering and was the originator of the concept of partnership brokering. She led the cutting edge partnership work of the International Business Leaders Forum and she co-founded: the post-graduate course in Cross Sector Partnerships with the University of Cambridge; The Partnering Initiative and, in 2012, the Partnership Brokers Association. Ros is a prolific author of partnering tool books, think pieces and case studies and has undertaken a range of partnership brokering work around the globe including facilitating complex processes, coaching, training, reviewing and strategic advice on embedding partnering approaches in organisations.

About ICIMOD

The International Centre for Integrated Mountain Development (ICIMOD) is a regional knowledge development and learning centre serving the eight regional member countries of the Hindu Kush Himalayas (HKH) – Afghanistan, Bangladesh, Bhutan, China, India, Myanmar, Nepal, and Pakistan and established in Nepal in the year 1983. Responding to the regional needs and priorities, ICIMOD is working with national partners in the eight Regional Member Countries to meet the multiple challenges emerging in the region.

As an interface between research and development – linking science to policy and practices on the ground – **ICIMOD partners with a wide variety of institutions** to implement its activities. With more than 500 regional and international partners, ICIMOD is committed to bringing about transformative change by fostering regional cooperation to improve the environmental conditions and livelihoods of mountain communities. ICIMOD continues to emphasize an **innovative partnership approach** to advance its mission. ICIMOD adopted the partnering approach in 2013 and continues to work in association with PBA to offer Partnership Brokers Training. **More than 60 ICIMOD staff have successfully undertaken the Partnership Brokers Training** and are applying the partnering approach in their work. Visit: www.icimod.org.

“The PBA course itself is a game changer, and useful for effective partnering with whoever you have on board.”

Course graduate Bangladesh (Geneva 2015 training)

Further training opportunities

Participants who complete the Partnership Brokers Training will become alumni of the Partnership Brokers Association 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: Africa Development Bank, Aga Khan Foundation, Australian DFAT, BRAC (Bangladesh), GIZ (India), BBC Media Action (Bangladesh), ICIMOD (Nepal), Business Community Foundation (India), the CDAC Network, Consortium for British Humanitarian Agencies, CARE, DfID, GAIN, Humanitarian Futures Programme, International Finance Corporation (IFC), Marie Stopes International, Micronutrient Initiative, Microsoft, Nabard Bank (India), Nike, Oxfam, the Palladium Group, Plan International, PWC, Red Cross, Rio Tinto, Save the Children, Shell International, UNDP, UNICEF, UNHCR, USAID, WHO, WWF, World Vision.

Application and fees

The fee for the training is **USD 1,500.00 (excluding VAT)**. Candidates who are employed nationally or locally by NGOs or governments in Asia or other developing countries can apply for a discounted course fee of **USD 1,000.00**. The decision to approve the lower course fee remains with PBA and ICIMOD.

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: Download the Bhutan application form at: www.bit.ly/PBAtraining, complete and submit to partnerships@icimod.org.

Visas

Visa support will be provided to successful applicants for Partnership Brokers Training. Applicants will be notified of any costs, in addition to the training fees, when they are accepted into the course.

For more information please contact partnerships@icimod.org



The venue

The training will be hosted at Norkhil Boutique Hotel & Spa Doe Bum Lam, Thimphu 2001 Bhutan

www.norkhil.com

"Training had profound impact on my outlook towards partnership management. In today's multi-dimensional challenges of environment and development, it is obvious that we have to gear up for collaborative partnerships. I am trying to apply learning from the training in the Kailash Transboundary Landscape Programme with a level of confidence in the expected results."

Swapnil A. Chaudhari, Programme Officer, ICIMOD, Nepal



LEARNING • TRAINING • TRANSFORMING

www.partnershipbrokers.org



This training is run in association with:

