

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

**29 May 1 - 1 June 2018, Brisbane, Australia**

There is a growing demand in Australia 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 business, not for profit, government and education 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.

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 (Canberra, 2014)*

**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, Medicare Locals, Marie Stopes International Australia, Melbourne Business School, National Australia Bank, Newmont Mining, Partners in Recovery, Communities for Children, 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

## Training team



**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 and Authorised Practitioner Trainer.



**BELINDA GORMAN** - Belinda is an experienced partnership broker with broad cross-sector experience and qualifications spanning corporate responsibility, philanthropy, community and international development. Belinda led the development and implementation of Microsoft's corporate responsibility activities in New Zealand and has more than 15 years' experience working in and with child focused organisations in New Zealand and internationally, including 5 years with UNICEF. Belinda is a PBA Accredited Partnership Broker, currently based in Wellington.

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

*"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 (Course graduate, Canada)*

## 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 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 **AUD \$2,400.00 excluding GST (total \$2,640.00 including GST)**. 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 Brisbane May/June 2018 application form at [www.bit.ly/PBAtraining2018](http://www.bit.ly/PBAtraining2018), complete it and submit it to [marcia@creativma.com](mailto:marcia@creativma.com).

Spaces are expected to fill fast. Please get your application in promptly to avoid disappointment.

**Discount of AUD 100.00** for not-for-profits, early birds (**30 March 2018 deadline**), or multiple bookings from one organisation. To foster diversity in the program, a maximum of 4 participants from the same organisation are permitted to join.

**For more information** please contact [marcia@creativma.com](mailto:marcia@creativma.com)

*"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)*

## 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 programme leading to **Professional Accreditation** or **Advanced Skills in Partnership Brokering: Walking the Talk** (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

Located just ten minutes from the heart of Brisbane's Central Business District, *Hear and Say's* headquarters is one of Australia's premier purpose-built audiology and therapy centres with business training, conference and event venues.

The training room is light and airy with verandahs enabling indoor and outdoor use throughout the program.

**Address: 29 Nathan Avenue, Ashgrove, QLD, Brisbane, Australia**

Parking for up to 70 vehicles. For more information on how to get to *Hear and Say* visit [www.hearandsay.com/au](http://www.hearandsay.com/au). The new Brisbane Centre is accessible by public transport. Maps, timetables, route and fare information can be found here by visiting [www.translink.com.au](http://www.translink.com.au)



Enquiries and applications to [marcia@creativma.com](mailto:marcia@creativma.com)

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