

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

**22 - 25 August 2017
Canberra, 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, which is offered to the public for the first time in Canberra, 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 Department of Foreign Affairs and Trade, AusTrade, Australian Sports Commission, Australian Volunteers International, BP, BHP Billiton, CARE International, Centrecare, Chevron Australia, CSIRO, DEEWR, DFAT, 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, Dept. of Prime Minister and Cabinet, Queensland Health, Rio Tinto, SA Native Title Services, Save the Children, Shell International, SustainAbility, Sustainable Partnerships Australia Ltd, Telstra, The Difference Incubator, UNDP, Unilever, University of Melbourne, Victorian Bushfires Reconstruction Authority, World Vision

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, interest-based negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership **brokering challenges and solutions**
- **Action planning** for individual applications of the lessons from the course

Training Team



JULIE MUNDY - Julie is the Development Director of Training at the Partnership Brokers Association, and a highly experienced independent partnerships specialist. Julie 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 between governments, international corporates, and NGOs, conducting reviews of major government/NGO/donor partnerships, as well as designing and conducting partnership training and capacity building programs for a range of agencies. Julie is a PBA Accredited Partnership Broker, a PBA Authorised Practitioner Trainer and Mentor.



KATE HAYES - Kate is an independent organisational design, strategy and performance specialist with twenty-five years experience working with universities, Australian Government (Federal and State), and in the community and development sectors across Australia, South Asia, South East Asia and the Pacific. Up until a few years ago Kate would have described her core work as facilitative – seeding strategy, collaboration, community and consensus across ideas, agencies and/or communities. Then in 2013 while working as an advisor for a development program in South Asia, Kate was introduced to partnership brokering. She now reflects that she has been brokering for many years: both brokering new ways of working together within and across agencies and brokering reframed and/or new entities. Seeing the transformative potential of partnering and the incredible benefits of the partnership brokering approach and principles as promoted by the PBA Kate is now passionate about playing her part in actively sharing this approach and way of operating in the world.

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 2400.00 excluding GST (total \$2640.00 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: Please complete the application form which **can be downloaded** at www.bit.ly/PBATrainingCanberra

Discount of AUD 100.00 for early birds, not-for-profits, or multiple bookings from one organisation.

Date for early bird: Applications should be submitted by **1 May 2017**.

For more information please contact training@partnershipbrokers.org

"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)

Further training opportunities

Participants who complete the Partnership Brokers Training will join the 2000+ alumni of the Partnership Brokers Association (PBA) giving them access to learning and research findings, tools, case studies, support services and further training options. These include a four month mentored practice 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.**

"What an absolutely fantastic training that was. The best professional development I have ever done, and worth every cent." Course graduate (Sydney, 2008)

The venue

Australian National Botanic Gardens, Canberra.

The course is non-residential and will be conducted in the Crosbie Morrison Room, a spacious venue which looks across to tranquil ponds in a bushland setting. The Gardens are a five minute drive or a 30 minute walk from the centre of Canberra and good parking is available. The venue is surrounded by beautiful gardens and provides a quiet, engaging and secure environment for discussion and learning.

Address:

Crosbie Morrison Room,
Australian National Botanic Gardens,
Clunies Ross Street,
Acton, Canberra, ACT 2601, Australia.

Visit:

www.parksaustralia.gov.au/botanic-gardens
www.visitcanberra.com.au.



Botanic Gardens Photo: VisitCanberra



Enquiries and applications to:
training@partnershipbrokers.org

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