

**PARTNERSHIP**

**BROKERS**

**TRAINING**

**In association with the the World Economic Forum,  
the Partnership Brokers Association is offering  
its certified skills training in Geneva.**

**This is a unique training opportunity for those running  
multi-stakeholder partnerships.**

**7 - 10 November 2017  
Geneva, Switzerland**

## **Effective Partnering**

As businesses, NGOs, governments and international agencies strive to work together in order to **solve complex social and environmental problems**, there is a growing need for a high level of skill in managing the partnering process. This **highly sought-after programme** provides those working in partnerships with frameworks, tools, techniques and competencies that will build confidence and professionalism for front-line partnership practitioners. The importance of partnering is at the heart of the ambitious **Sustainable Development Goals**.



**Course graduates come from a wide range  
of organisations including:**

**Accenture, Act Alliance, Africa Development Bank, Aga Khan Foundation, AusAid/DFAT, BBC, BRAC (Bangladesh), Business in the Community, CARE, Chevron, City of London Corporation, Cooperatives Europe, DSM, Earthwatch, Flora & Fauna International, GTZ, HelpAge International, ICIMOD (Nepal), Marie Stopes, Microsoft, Mondelez International, Nabard Bank (India), Newmont Mining, Nike, Oxfam, PAX, Plan International, PWC, Red Cross, Rio Tinto, Save the Children, Scope Global, Shell, Start Network, Total, Toyota, Tullow Oil, UK's DFID, UK Sport, UNDP, UNICEF, UNHCR, Unilever, USAID / US State Department, Voluntary Service Overseas, War Child, World Economic Forum, WHO, World Wildlife Fund, World Food Programme and World Vision**



**PARTNERSHIP  
BROKERS ASSOCIATION**

**LEARNING • TRAINING • TRANSFORMING**

This training is hosted by  
The World Economic Forum

## Partnership Brokers Training

Established in 2003, this **globally-recognised training course** has run in more than 50 countries and builds the practical partnership brokering skills and professional practices necessary to address complex challenges in the partnering process at **all phases of a partnership's life cycle** – from scoping to completion – with a focus on building, managing, maintaining, reviewing and revising partnerships. The design of the course – including participatory lectures, facilitated conversations, role-play, case work, reflection, world café, mapping, stories and 'serious games' – makes for a highly engaging learning approach.

### 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

*"Designing, building and executing partnerships are some of the most critical, yet overlooked, capabilities for organisations across all sectors today. PB's training is a highly experiential, intense and stimulating way of developing the core skills required to deliver successful multi-stakeholder partnerships."*

**Nicholas Davis , Head of Society and Innovation, World Economic Forum**

### What does this training involve?

**Days 1-3** cover the **key process management** roles during the cycle by:

- Providing a strong **theoretical framework** that supports the development of robust, efficient and innovative partnerships, consortia & coalitions
- Sharpening **essential skills** that help to embed the key partnering principles and the courage to work in new ways in day-to-day partnering practice
- 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 challenges** that can de-rail or diminish the potential of the partnership to make a difference

## What does this training involve?

**Day 4** focuses specifically on **professional development as a partnership broker** including:

- Consideration of the issue of **leadership** in a collaborative model
- Analysis of what constitutes **principled and ethical practice**
- Exploration of the use and purpose of different **tools and methods**
- Action planning for individual **applications** of lessons from the course

## Training Team



**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.



**JULIE MUNDY** - Julie is the Director of Training at the Partnership Brokers Association, an Accredited Partnership Broker and an Authorised PBA trainer. She is an experienced independent partnerships specialist and has worked in international development across the Asia-Pacific and Southern Africa for over 20 years. She specialises in project and organisational design, management, strategy, leadership and governance. Julie works across a wide range of sectors, including climate change, health, governance, education and housing. Recent partnership brokering has been included: complex partnership agreement negotiations; 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.

## Who should attend and criteria for acceptance



Drawings courtesy of Maria Hayes

This course is for partnership practitioners from all sectors who are 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
- **First hand experience** of one or more aspects of partnering (this is not a beginners course!)
- **Opportunities** for the learning from the course to be applied in the near future

Please note that all participants who complete **days 1-3** of the course will be awarded a **Certificate** by the PBA but only those who also **complete day 4** will be eligible to become alumni of the Association and to apply for further training opportunities (see details below).

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.

## Further training opportunities

Participants who complete the full 4 days 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:

- **Accreditation** – A long-distance, mentored and examined programme leading to Professional Accreditation
- **Advanced Skills Training** – a 5-day face-to-face course for those wishing to enhance / deepen their professional skills

PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration. For more details please visit: [www.partnershipbrokers.org](http://www.partnershipbrokers.org)

## Application and fees

The fee for the training which can be paid in either Swiss Francs or GB pounds is:

**4-day option** – 1,850 Swiss Francs / GB£ 1,500

**3-day option** – 1,650 Swiss Francs / GB£1,300

The fee includes tuition costs, background reading materials, copies of all the training materials, lunches and refreshments. The fee does not include travel or accommodation. Once your application has been approved and accepted, you will be notified and invoiced for the full fee. Your place on the course will be secured only when full payment has been received.

**Application:** Download the Geneva application at [www.bit.ly/PBATraining](http://www.bit.ly/PBATraining), complete it and submit to [training@partnershipbrokers.org](mailto:training@partnershipbrokers.org). Spaces are expected to fill fast. Please get your application in promptly to avoid disappointment.

For more information about the course content and its suitability for your needs please contact: [ros@partnershipbrokers.org](mailto:ros@partnershipbrokers.org)

## Venue



The training will take place at the World Economic Forum's headquarters overlooking Lake Geneva on the outskirts of the city.

*"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)**



Enquiries and applications to:  
[training@partnershipbrokers.org](mailto:training@partnershipbrokers.org)

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