

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

**10 - 13 April 2017, Jakarta**

There is a growing demand in **Indonesia** 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, 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

This training is run in association with:



LEARNING • TRAINING • TRANSFORMING



**Indonesia Business Links**  
Resource Centre for Corporate Citizenship

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



**JULIE MUNDY** - Julie is PBA's Director of Training, and a highly experienced independent partnerships specialist. Julie has worked in international development across Asia, Australasia and Africa for over 20 years, in program and organisational design, governance, management, strategy and leading. She first worked with Indonesian NGOs in the 1990s and in the last four years has been supporting a range of Australian-Indonesian governance partnerships. As both an internal and now external partnership broker, she advises across a wide range of sectors, including climate change, health, governance, education and housing. Her recent focus has been negotiating complex partnership agreements and conducting learning reviews, across governments, international corporates, NGOs and research institutions. Julie also designs and conducts training and capacity building initiatives for a range of agencies. Julie is an Accredited Partnership Broker, a PBA Authorised Practitioner Trainer and Mentor, and is personally and professionally committed to helping address challenging and complex international development problems through effective and efficient partnerships.



**YESHE SMITH** - Yeshe is a highly experienced partnerships broker, and a Partnership Brokers Association Authorised Practitioner Trainer. She is also the co-Chair of the Partnership Brokers Association Community of Practice of trainers. Yeshe has worked in international development for twenty years, including long-term placements in PNG, Ghana and Fiji. She has specialized in partnership work for the past eight years, and has designed, managed and reviewed partnerships in and for PNG, Fiji, Tonga, Samoa, Vanuatu, Nepal, Bangladesh, India, Afghanistan and Australia. She has delivered partnership training across the Pacific, and in Indonesia, Timor Leste and Australia. Yeshe is currently the Programs and Partnerships Manager for the Institute for Human Security and Social Change, at La Trobe University in Melbourne.

## 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 **IDR19,000,000** 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 application at [www.bit.ly/JakartaPBA](http://www.bit.ly/JakartaPBA) 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.

**Discount of IDR1,000,000** for not-for-profits, early birds (3 March 2017 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 [training@partnershipbrokers.org](mailto:training@partnershipbrokers.org).

*"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)*

## About the Partnership Brokers Association

PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration. The Association awards formal accreditation to those who reach the required standard and promotes partnership brokering good practice principles.

## About Cardno

Cardno is a professional services provider with specialist expertise in the development and improvement of social and physical infrastructure for communities around the world. In Indonesia, Cardno has a **40-year history of working in partnership** with government and non-government organisations, civil society and communities to create sustainable solutions to local issues. Cardno's expertise includes governance, law and justice and public sector reform, private sector development, community development, education sector support, health & HIV and AIDS, reconstruction and rehabilitation. Visit [www.cardno.com/emergingmarkets](http://www.cardno.com/emergingmarkets)

## About Indonesia Business Links

Indonesia Business Links is a not-for-profit foundation, established in response to the Indonesian economic crisis of 1998. The organisation aims to contribute towards the creation of **sound and ethical business practices** in the country. Visit: [www.ibl.or.id](http://www.ibl.or.id)

*"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 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).

## The venue

Marquee Executive Offices, Cyber 2 Tower, 17th Floor  
Jl. HR. Rasuna Said Blok X-5, Kuningan – Jakarta



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).