

**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**

12 - 15 February 2018, Kathmandu, Nepal

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.

"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)

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 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.



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.

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.

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.

“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

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

For more information please contact partnerships@icimod.org.

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. Visit: www.icimod.org.

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.



The venue

The training will be hosted at Hotel Himalaya Kathmandu, Pulchowk, Lalitpur, Nepal

Visit www.hotelhimalaya.com.np

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

Course graduate from Bangladesh (Geneva 2015 training)

Visit www.partnershipbrokers.org and tweet about your partnership brokering experiences @PBA_Brokers.