

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

25 - 28 April 2017, Kolkata, India

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, and 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** 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 think the course has encouraged me to think more strategically. It's introduced me to important tools which I can use in my day-to-day work, and participants were able to share many interesting experiences which I can also model. The focus on a reflective approach to professional practice isn't something I'd considered before, but I can definitely see its importance now!" - Course graduate Australia

"The training was interesting enough for me to think about the partnerships differently. It helped me to assess my own partnership brokering/managing skills and ensure I am doing the basics properly. The PBA course itself is a game changer, and useful for effective partnering with whoever you have on board." - Course graduate Bangladesh

This training is run in association with:

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



ROS TENNYSON - Ros is an Accredited Partnership Broker and a PBA Authorised Practitioner Trainer, Associate and Mentor. She has 25 years experience in pioneering new approaches to cross-sector partnering and partnership brokering. During that time, 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 the Partnership Brokers Association. Ros is a prolific author and has undertaken a range of partnership brokering work in more than 50 countries including advising, facilitating, coaching, training, reviewing and compiling process-focused case studies.



BULBUL BAKSI - Bulbul has a background in social science, mental health, and partnership brokering. She is also a practicing psychotherapist. She has worked extensively in the field of development management, and in the public sector. She works both with grassroots organisations and with strategic and policy-level partnerships. She has been working with collaboration and change management mechanisms and process in government institutions and NGOs. Bulbul is an Accredited Partnership Broker, a PBA Authorised Practitioner Trainer and Mentor for the Partnership Brokers Accreditation Programme.

"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 Canada

Graduates come from business, government, international agencies and non-profit organisations: Africa Development Bank, Aga Khan Foundation, Australian Department of Foreign Affairs and Trade, 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, Marie Stopes International, Micronutrient Initiative, Microsoft, Nabard Bank (India), Nike, Oxfam, Plan International, PWC, Red Cross, Save the Children, Shell International, UNDP, UNICEF, UNHCR, USAID, WHO, WWF, World Vision.

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 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.

Application and fees

The fee for the training is **GBP 1,000 (VAT not applicable)**. 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 **GBP 600**. The decision to approve the lower course fee remains with PBA.

Candidates in India, who are employed nationally or locally by NGOs or governments or national level organizations, have the **option to pay a discounted fee in Indian Rupee – INR 50,000**.

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 Kolkata application form at www.bit.ly/BapplicationPBATraining, complete it and submit to bulbul@partnershipbrokers.org. Candidates in **India** may also submit their application to asedkol@gmail.com.

For more information, please contact bulbul@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 Australia

About ASED

The Association for Social and Environmental Development (ASED) is an Indian non-profit that uses the tools of stakeholder engagement, transformational leadership training and youth empowerment to foster community-designed and led solutions to environmental problems in some of the planet's most ecologically unique and economically deprived regions.

Working with middle and high school students through its internationally recognized Green Rhinos Program, ASED has demonstrated that it is within the power of young people to affect medium to large scale environmental change. In order to foster a sense of community ownership and responsibility for natural resource management, ASED works extensively with local partners in a variety of rural and urban settings.

ASED's primary objective is to create an environmentally conscious and active youth population that understands environmental efforts must become a matter of social responsibility for them to be successful. Visit www.asedkol.org.

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 **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

PBA in association with ASED is organizing Partnership Brokering Training in Kolkata 25 - 28 April 2017. The training will be hosted at the Hindustan International Hotel.

Address: Hotel Hindustan International, 235/1 A.J.C. Bose Road, Kolkata 700020.

Web: www.hhihotels.com/hotel-kolkata



"The partnering approach is extremely useful for ICIMOD as an organization working with diverse network of partners. ...The training has helped with the implementation of various programmes and to build effective partnerships with its clientele." - Course graduate Nepal



Please send enquiries and applications to bulbul@partnershipbrokers.org.

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