

## **A 4-day training course for those brokering multi-stakeholder partnerships**

**12 - 15 March 2018  
London, United Kingdom**

There is a growing demand worldwide 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.

Previous participants come from business, government, international agencies and non-profit organisations:

Accenture Development Partnerships, Addax Petroleum, Africa Development Bank, Aga Khan Foundation, Australian Department of Foreign Affairs and Trade, BBC, Birdlife International, Business in the Community, CARE, City of London, Cooperatives Europe, Earthwatch, Fairfood International, Flora & Fauna International, GTZ, HelpAge International, Marie Stopes, Microsoft, Mondelez International, Nabard Bank, Nike, Oxfam, Partnership Resource Centre, Plan International, PWC, Red Cross, Rio Tinto, Save the Children, Sea Alarm Foundation, Shell, Start Network, Total, Tullow Oil, UK Department for International Development, UK Department of Justice, UK Sport, UNDP, UNICEF, UNHCR, Unilever, US State Department, Voluntary Service Overseas, War Child, WEF, WHO, WWF, World Food Programme, World Vision

*"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)

Drawings courtesy of Maria Hayes

## What is the Partnership Brokers Training Programme?

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, consortia & coalitions
- Brokering **skills development** in: scoping, resource-mapping, facilitation, partnering negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership **brokering challenges**
- **Action planning** for individual applications of the lessons from the course

A small, diverse participant group will maximise potential for personal attention and individual opportunities for skills building and professional development.

### 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

## Training Team

The training team will be lead by Ros Tennyson with other trainer(s) to be announced nearer the date.



**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.

*"On reflection, and having just reviewed the materials to refresh my memory, I'm struck by just how rich the learning was. The blend of content, tools, interaction, and reflection was incredibly powerful and wonderfully facilitated. I also loved the way the course is in a sense a work-in-process, as you demonstrated in practice the requirement for brokers to be reflective practitioners constantly learning and developing."*

Course graduate (VSO, London, 2016)

*"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 (OCIC Member, Canada)

## Who should attend and criteria for acceptance

To be accepted onto the course, applicants should be active partnership practitioners involved in the management and development of multi-stakeholder partnerships and 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;
- **Management support** for their participation in this course;
- **Opportunities** for the practical application of partnership brokering skills.

Please note, participants who attend all sessions will be awarded a formal certificate of attendance. For those who have to miss 1-3 sessions for good reason, the trainers have the discretion to invite them to submit further work to show that they have reflected on the missed material. Anyone who misses more than 3 sessions will be able to complete the course but will not be entitled to receive the PBA certificate nor be eligible for further trainings.

## 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.**

## Application and fees

The fee for the training is **GBP 1400.00**. This includes tuition costs, background reading materials, copies of all the training materials. The fee does not include travel, accommodation or meals. The fee will be payable with your application. Your place on the course will be secured only when full payment has been received. To foster diversity in the programme, a maximum of 4 participants from the same organisation are permitted to join.

**Application:** Please download and fill in the London application form at [www.bit.ly/LondonPBA](http://www.bit.ly/LondonPBA) and send it to [info@partnershipbrokers.org](mailto:info@partnershipbrokers.org).

## The venue

The venue is Lumen, situated within the heart of the Kings Cross area overlooking Regents Square. It is a RIBA award winning building. The training rooms overlook a courtyard garden, providing a quiet space for focused working in central London.

**Address:** Lumen URC, 88 Tavistock Place WC1H 9RS, London, UK

Closest tube stations are Kings Cross St. Pancras and Russell Square



Photo by Nick Kane



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

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