

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

**22 - 23 and 25 - 26 May 2017  
Quatre Bornes, Mauritius**

There is a growing demand internationally and in Mauritius 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 and education sectors increasingly seeking to work together to solve 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 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 Australia*

**Graduates come from business, government, international agencies and non-profit organisations:** Accenture Development Partnerships, Addax Petroleum, Africa Development Bank, Aga Khan Foundation, Australian DFAT, BBC, Birdlife International, Business in the Community, CARE, City of London, Cooperatives Europe, Earthwatch, Fairfood International, Flora & Fauna International, GTZ, HelpAge International, ICIMOD (Nepal), 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, UNDP, UNICEF, UNHCR, Unilever, US State Department, Voluntary Service Overseas, War Child, WEF, WHO, WWF, World Food Programme

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



**JOANNA PYRES** - Joanna has managed complex multi-stakeholder partnerships in the UK and Europe and has experienced first hand the personal and organisational challenges involved in implementing collaborative approaches inside and across organisations. Passionate about sharing partnering and partnership brokering know-how and making it accessible, Joanna has been building personal and organisational capacity to partner since 2007. Joanna Pyres is a PBA Accredited Partnership Broker and Authorised Practitioner Trainer.



**TONY LEE LUEN LEN** - Tony is an Accredited Partnership Broker. His expertise lies in the field of sustainability, the built environment and multi-sector collaboration. Sitting on the Policy Task Force of the World Green Building Council, Tony has constantly been advocating the importance of partnerships and collaboration within the organisation. The World GBC consequently published a report on the key principles of collaborative policy-making – “A new era in partnerships”. At the helm of GBC Mauritius, they co-founded the Global Coalition for Green Schools. In 2015, member of the Clinton Global Initiative, Tony announced a “commitment to action” for a new governance model based on a public, private, people partnership for addressing the challenges of the capital city of Mauritius, Port Louis. He participated, this year, in the Promoting Effective Partnering (PEP) facility international co-design lab, which objective is “how to unleash the potential of collaboration for achieving the SDG’s”. Tony has obtained several awards for his work in the sustainability field.

*“The Partnerships Brokering Training provided practical skills and strategies to negotiate complex multi-stakeholder relationships. It was a really great networking and always such a pleasure to get out from behind the desk and be professionally challenged with peers. It was inspiring and I highly recommend it.” - Course graduate, Australia*

## 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 **MUR 43,000 (Mauritian Rupee)**. 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. Spaces are expected to fill fast. Please get your application in promptly to avoid disappointment. To foster diversity in the programme, a maximum of 4 participants from the same organisation are permitted to join.

**Application:** Download the Mauritius application form at [www.bit.ly/PBATrainingMauritius](http://www.bit.ly/PBATrainingMauritius). Submit to: Sophie Tripier at [s.tripier@gbcm.mu](mailto:s.tripier@gbcm.mu).

**Government subsidy:** The Human Resource Development Council (HRDC) of Mauritius offers up to **60% refund for applicants from Mauritius**. MQA approved.

**For more information**, please contact Sophie Tripier at [s.tripier@gbcm.mu](mailto:s.tripier@gbcm.mu)

*"A very experienced and well trained team will take you deep into the subject with shared experience, role play, and carefully chosen situation-simulation activities. I recommend the course without hesitation. You will meet very interesting people and your thinking may change - for good! It isn't just great for the week and then forgotten. It has a lasting impact. One of the best courses I have ever done." - Course graduate France*

## 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 **Advanced Skills in Partnership Brokering: 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

The training will be held at Gold Crest Hotel, Quatre Bornes.

## About Sustainable Green Building (Mauritius)

Sustainable Green Building (Mauritius), trading as the **Green Building Council of Mauritius (GBCM)** is a not-for-profit organisation launched in 2010. GBCM is a member of the World Green Building Council network. The mission of GBCM is to facilitate and promote a sustainable approach to planning, design, construction and utilisation of the built environment mitigating its overall impact on human health and the environment.

GBCM recognises the importance of collaboration for the achievement of the *Sustainable Development Goals*.

Visit [www.gbcm.mu](http://www.gbcm.mu)

*"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

*"I found the course inspiring, challenging and helpful in my own field of work. I was able to mobilise my learning in the work place straight away."* - Course graduate UK



To apply and for questions contact [s.tripier@gbcm.mu](mailto:s.tripier@gbcm.mu)

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