

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

**11 - 14 September 2017, Melbourne, Australia**

There is a growing demand in Australia 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

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 Development Director of Training at the Partnership Brokers Association, and a highly experienced independent partnerships specialist. Julie 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 between governments, international corporates, and NGOs, conducting reviews of major government/NGO/donor partnerships, as well as designing and conducting partnership training and capacity building programs for a range of agencies. Julie is a PBA Accredited Partnership Broker, and a PBA Authorised Practitioner Trainer and Mentor.



**VICTORIA THOM** - Victoria is an experienced social impact strategist and partnership broker. She specialises in enabling organisations to work together to address complex social and sustainability challenges. She established *Synergy2030* to enable collaboration across sectors toward the 2030 Agenda for sustainable development. Victoria's career has traversed business strategy, facilitation, innovative partnering, social impact consulting and international development in UK, Asia-Pacific, Africa and Australia. As an independent consultant, she works with clients from corporate, government, not-for-profit and academic sectors. As an accredited trainer, she delivers partnership broker training in both public and commissioned settings. In addition to her consulting experience, Victoria spent seven years in leadership roles at World Vision Australia where she was an internal broker and led the development of Innovative Partnerships with the private sector including: implementing business and human rights standards, sustainable supply chains, social licence to operate, impact leadership and community governance. Victoria holds a Graduate Certificate of Social Impact from Melbourne Business School and is a graduate of the Australian Institute of Company Directors. She co-chairs the Board of *100 Story Building*, a Melbourne based social enterprise.

## 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 **AUD 2400.00** excluding GST (total \$2640.00 including GST). 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 Melbourne, September application at [www.bit.ly/PBAtraining](http://www.bit.ly/PBAtraining), 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 AUD 100.00** for not-for-profits, early birds (13 June 2017 deadline), or multiple bookings from one organisation. To foster diversity in the programme, 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)

*"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). **PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration.**

*"What an absolutely fantastic training that was. The best professional development I have ever done, and worth every cent." Course graduate (Sydney, 2008)*

## The venue

University College at the University of Melbourne, Parkville. The course is non-residential and will be conducted at University College, which is adjacent to the University of Melbourne - College Crescent, in Parkville. It is easy to get to by tram from the city centre, and good parking is available. The College is surrounded by beautiful gardens and its internal courtyards and purpose-built conference and academic centre provide a quiet, engaging and secure environment for discussion and learning.



**Address:** University College 40 College Crescent, Parkville, Victoria 3052, Australia. Visit [www.unicol.unimelb.edu.au](http://www.unicol.unimelb.edu.au).

*"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)*



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)