

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

23 - 26 October 2018, Sydney, 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, Medicare Locals, Marie Stopes International Australia, Melbourne Business School, National Australia Bank, Newmont Mining, Partners in Recovery, Communities for Children, 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



MARCIA DWONCZYK - Marcia brings experience from Australia and overseas to her extensive partnering, community engagement and complex methods work. She has worked as both an internal and external partnership broker across Government, NGO, Education and for profit sectors. Her most recent focus is on building capacity for engaging diverse stakeholders around complex issues and innovative methodologies to monitor impacts. Marcia is a PBA accredited Partnership Broker and Authorised Practitioner Trainer.



KATE HAYES - is a PBA Authorised Practitioner Trainer and Partnership Broker. Her background is as an independent organisational design, strategy and performance specialist with over twenty years of 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. Kate would have previously described her core work as facilitative – seeding strategy, collaboration, community and consensus across ideas, agencies and/or communities. Since her association with the PBA, Kate would now reflect that she has been partnership 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 - founded on the approach and principles promoted by the PBA - Kate is now passionate about actively sharing this way of operating in the world.

“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)

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 Partnership Brokers Association (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 2,400.00** (total \$2,640.00 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.

Discount of AUD 100.00 for not for profits, early birds (**17 September 2018 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.

Application: Download the application form at www.bit.ly/TrainingPBA, complete it and submit it to marcia@creativma.com.

For more information please contact marcia@creativma.com.

"The Partnership Brokering Training was highly interactive and reflective, which has allowed me to take the skills and knowledge away and apply it to my everyday work in building partnerships, engaging with stakeholders or negotiating commercial agreements. Almost everybody could take away something from this training to help them in their professional and personal life."
Course graduate (Melbourne, 2015)

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



Partnership Brokers Training will be held just a short walk from Wynyard Station and Circular Quay, at AIM's state of the art conference centre in the heart of Sydney's CBD.

Address: Ground Floor, 7 Macquarie Place Sydney, NSW, Australia

Contact: 02 - 9956 3030 | info@aim.com.au

There are several parking stations nearby and the area is well serviced by buses, trains and ferries. Visit www.transportnsw.info for detailed public transport information.

"Anyone who wants to achieve anything with a partner can greatly benefit from this insightful course - highly recommended."

"Get ready to absorb really practical and transformings learnings."

"I thoroughly enjoyed the course and can apply my new skills at work."

"The course was fantastic in both experiential learnings and equipping me with tools and frameworks."

Course graduates (Brisbane, 2018)



Enquiries and applications to marcia@creativma.com

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