

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

**February 5 - 8<sup>th</sup> 2018, Toronto, Ontario, Canada**

Partnerships and collective impact initiatives are multiplying in Canada, as cross-sectorial collaborators come together to positively advance social issues. Partnering can be highly challenging to those involved and often fall short of expectations. The people involved in making partnerships happen are key to the partnering success. This highly sought after global training program builds their knowledge and skills and provides them with the tools and insights to deliver positive partnering results.

JS Daw & Associates is proud to bring this unique [Partnership Brokers Association](#) training program to Toronto February 5-8<sup>th</sup>, 2018. The course provides those working in partnerships with in-depth development on **how to partner effectively**. You'll leave with:

- **Tools, techniques and skills development** for brokering partnerships that get results
- **Enhanced confidence and competence** as partnership practitioners
- **A framework and knowledge** for robust, efficient and innovative partnerships
- **Understanding common principles**, barriers and enablers of multi-stakeholder collaborations
- **Ways to overcome** common partnership brokering **challenges** (both for those working internally and independently) and ways to overcome these
- **Personal and professional insights** into the roles, skills and competencies needed in building successful collaborations
- **Membership of a global professional association** of partnership brokers offering support, research, networks and further development opportunities.

The course can be **used immediately** for professional development and/or real-time partnership building. When partners from different organizations attend together, they build a common language and framework while developing strategies for the design, management and review of their partnership.

**Join this intensive program** and you will be part of a diverse group from business, non-profit, community, government, education and philanthropy. The group will be limited to 24 participants with two facilitators in order to maximise potential for exchange and personal attention to individuals.

*"I have enjoyed a number of wonderful professional development opportunities throughout my career, but the Partnership Brokers Training is certainly at the top of that list! I believe the content, expert instruction, and inspiring colleagues form a magical product that is second to none!" - Course graduate (Public Sector, Canada)*

## The Trainers

**JOCELYNE DAW** is a pioneer and expert in the evolution of authentic cross-sectorial partnerships, collective impact and community engagement. For over 30 years, she has helped countless organizations and people build successful partnerships through coaching, training and facilitation. Her boutique consultancy, JS Daw & Associates, specializes in designing and supporting breakthrough community strategies and partnerships. She is an internationally published author, speaker, Accredited Partnership Broker and Authorized Practitioner Trainer.



Mary Pickering is VP Programs and Partnerships at The Atmospheric Fund (TAF) – an agency supporting innovative approaches to reducing greenhouse gas emissions from cities in the Greater Toronto and Hamilton Area. Mary leads collective impact and partnership development work for TAF and is an accredited partnership broker and a mentor associate for the Partnership Brokers Association. She currently co-directs the City of Toronto’s 2050 carbon reduction plan, TransformTO, which applies multiple lenses to the city’s carbon strategy, including public health, local economy and social equity.

## Who should attend and criteria for acceptance

This course is for active partnership practitioners involved in the management and development of multi-stakeholder partnerships; no matter what title you have. You could be a relationships manager; a community entrepreneur; a leader in innovations; working in communications or delivering services through collaborations.

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 organization – or external – those offering independent partnership brokering and support services.

To be eligible for acceptance into the program, you must be able to demonstrate:

- **Opportunities for the practical application** of partnership brokering skills.
- **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.

Participants who attend all sessions will be awarded a Partnership Brokers Association certificate entitling them to become alumni of the Association and to be eligible for further courses (see details on the next page).

**Previous participants** include: Agriteam Canada Consulting, Canadian Blood Services, Edmonton Chamber of Voluntary Organizations, Canadian Cooperative Association, Canadian Food Inspection Agency, Canadian Red Cross, Chevron Canada Resources, City of Edmonton, City of Toronto, Colleges and Institutes Canada, Elizabeth Fry Society, Environment Canada, Federation of Canadian Municipalities, Government of Alberta, MaRS, Microsoft, Natural Resources Canada, Niskamoon Corporation, Royal Bank of Canada Foundation, PWC, Public Health Agency of Canada, Saskatchewan Economic Development Association, Shell Canada, Social Innovation Generation, Suncor Energy Foundation, The Natural Step, Toronto Public Health, TransCanada Corporation, Unilever, University of Ottawa, Volunteer Hamilton, World University Services of Canada, World Vision.

## Further Training Opportunities

Participants who complete the Partnership Brokers Training will become alumni of the **Partnership Brokers Association (PBA)** giving them access to learnings / research findings, 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: 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 collaborations.

*"My awareness and understanding of partnership brokering has grown immensely...I feel more confident now and I'm looking forward to working with partners...the innovative approaches to problem solving will be invaluable." – Course graduate (Public sector, New Zealand)*

## About Us:

**The Partnership Brokers Association** is a professional organisation for partnership brokers, focussing on vocational training courses to set high brokering standards. It is a small non-profit based in the UK and working internationally, building the knowledge of partnership brokering through action enquiry and participative research. The Association works with practitioners to advance the practice of innovative and efficient collaboration.

**JS Daw & Associates** is a vibrant, boutique consultancy that guides leading organizations in designing innovative and measurable community strategies, programs and partnerships to drive competitive advantage and enhance social performance.



This course is run in association with:

**JS Daw & Associates**  
The social impact advantage.

## Application & Fees

The fee for this training is **\$2400 CAD plus HST**. This includes tuition costs, background reading materials, and copies of all training materials. The fee does not include travel or accommodation and will be payable with your application. Your place in the course will be secured only when full payment has been received.

**Application:** Download the application form here [www.jsdaw.com/toronto-training](http://www.jsdaw.com/toronto-training) and submit the completed form to [partnershiptraining@jsdaw.com](mailto:partnershiptraining@jsdaw.com). Spots are limited for this course, so be sure to submit your application as early as possible!

**Discounted pricing of \$2250 CAD plus HST** applies for **early birds December 8<sup>th</sup>, 2017 deadline** for early bird applications) or **multiple bookings** from the same organization or partnership. A maximum of six participants from the same organization are allowed In order to foster diversity in the program.

## The Venue

This course will be held in the beautiful Toronto Reference Library located at 789 Yonge Street, Toronto M4W 2G8. The venue is easily accessible via public transit and has a number of hotels nearby.

*"This training was practical and immediately applicable to the challenges I was facing in a variety of multi-sector partnerships. The combination of a diverse range of participants, real life experiences, action learning and practical applications made for a very worthwhile investment. I highly recommend it to any one who plans to be involved and need to be more effective in multi-sector work." - Course graduate (Business Sector, Europe)*

**For more information: [partnershiptraining@jsdaw.com](mailto:partnershiptraining@jsdaw.com)  
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