

PARTNERSHIP

BROKERS

TRAINING

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

15 - 18 October 2018  
Toronto, Ontario, Canada

Partnerships and collective impact initiatives are multiplying in Canada, as **cross-sectorial collaborators** come together to positively advance social issues. But how do we partner effectively? Partnering can be highly challenging to those involved and often falls short of expectations. **The people involved in making partnerships happen are key to 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.**

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.

*"It was a very intensive four days, but beautifully structured, both in the flow of the work and the management of each activity. Everyone dove in, sharing often profound insights from a broad and impressive variety of backgrounds."*

Course graduate Toronto Feb 2018

## Training Team



**JULIE MUNDY** - is Director of Training at the Partnership Brokers Association (PBA) and is an experienced independent partnerships specialist. Julie has worked across Asia, Europe, Australia 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, with experience in the private, public and not for profit sectors, she now advises on multi-stakeholder partnerships across a wide range of sectors, including climate change, health, governance, education, environment and housing. Her recent brokering focus has been complex partnership agreement negotiations between governments, international corporates, and NGOs, conducting learning 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.



**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.

## About us

**Partnership Brokers Association (PBA):** Established in 2003, PBA is the international professional body for those managing and developing collaboration processes. PBA's primary aims are to:

- Challenge and change poor partnering practices so that multi-stakeholder collaboration can become truly transformational
- Ensure those operating in partnership brokering roles are skilled, principled and work to the highest standards
- Promote the critical importance of partnering process management to decision-makers in all sectors

**The Atmospheric Fund (TAF):** invests in urban solutions in the Greater Toronto and Hamilton Area to reduce carbon emissions and air pollution. We achieve TAF's mission by:

- Listening to local communities and offering support through our community grants program;
- Collaborating with a broad range of stakeholders to realize common goals, understanding that clean air and emissions reductions benefit our health, our economy and the sustainability of our urban region; and
- Financing entrepreneurs whose products or services can significantly cut emissions in the GTHA, and developers and property owners who are making their buildings more energy efficient.

*"Great opportunity to learn about the partnering process, to put a frame around your practice and meet a strong group of individuals doing this work from many sectors."*

Course graduate, Toronto Feb 2018

## Who should attend and criteria for acceptance

This course is for active partnership practitioners involved in the management and development of multistakeholder 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:

- **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 learning from the course to be applied in the near future

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. Anyone who misses one or more sessions will be able to complete the course but will not be entitled to receive the PBA certificate.

*"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)

## Further training opportunities

Participants who complete the Partnership Brokers Training will become alumni of the Partnership Brokers Association giving them access to learnings / 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: 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.**

**Course Graduates come from business, government, international agencies and non-profit organisations:** Agriteam Canada Consulting, Canadian Blood Services, Edmonton Chamber of Voluntary Organizations, Canadian Cooperative Association, Canadian Food Inspection Agency, Canadian Red Cross, Centre for Chronic Disease Prevention, Chevron Canada Resources, Colleges and Institutes Canada, Dalhousie University, Elizabeth Fry Society, Environment Canada, Federation of Canadian Municipalities, MaRS, Microsoft, Natural Resources Canada, Niskamoon Corporation, PWC, Public Health Agency of Canada, Saskatchewan Economic Development Association, Shell Canada, Social Innovation Generation, Suncor Energy Foundation, Toronto Public Health, TransCanada Corporation, Unilever, University of Ottawa, University of Waterloo, Volunteer Hamilton, World University Services of Canada, World Vision.

## Application and fees

The fees for the course will be: **\$2,500 plus GST**. This includes tuition costs, background reading materials and copies of all training materials. Your place in the course will be secured only when full payment has been received. An early bird fee of **\$2,250 plus GST** is available when an application is approved and fee paid by 31 August 2018.

### Application:

Download the application form from the Partnership Brokers website [www.bit.ly/TrainingPBA](http://www.bit.ly/TrainingPBA) and send completed application to: [mpickering@taf.ca](mailto:mpickering@taf.ca)

## Grants

Those involved in climate action work in the Greater Toronto and Hamilton Area can apply to The Atmospheric Fund's Social Innovation Skills Fund to receive tuition support.

For more details and to apply visit: [www.taf.ca/grants](http://www.taf.ca/grants)

*"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)



Download application:  
[www.bit.ly/TrainingPBA](http://www.bit.ly/TrainingPBA) or

Please send enquiries and applications to:  
[mpickering@taf.ca](mailto:mpickering@taf.ca)

Visit [www.partnershipbrokers.org](http://www.partnershipbrokers.org)