

**By popular demand, the globally successful  
Partnership Brokers Training returns to  
WASHINGTON D.C.**

**10 - 13 July 2018**

A major re-orientation is being witnessed in the way we work. Partnership working is needed not just in our dedicated partnerships but also as we engage in networks, alliances, consortia and other multi-stakeholder collaborations. And research is showing us that more of this partnership work is being conducted remotely or from a distance. As we look to influence, negotiate and build trust with people we may never see in person, we need to raise the game in how we operate and embrace new ways.

Come and experience PBA's latest pioneering approaches and tools to support this re-orientation of mental models, mindsets and heart sets and be prepared to work across cultural, political and geographic boundaries.

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

This unique and highly sought-after program provides those working in and on partnerships, collaborations, networks or consortia with **frameworks, tools, techniques and skills development** to accelerate their effectiveness and impact. It also importantly opens the way for discovering and becoming part of a global movement for positive change.

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 recognized **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.

*"This training is a MUST for organizations that want to create effective partnerships as part of their business. I truly enjoyed the diversity of the participants in this training. They came from a variety of sectors – education, corporations, non-profits and government. The interaction among the participants about our partnerships brought valuable "learning moments".*

Mary DeWitt-Dia, Sr. Associate, Community Mobilization and Partnerships,  
American Red Cross, 2016

### **Graduates come from business, government, international agencies and non-profit organisations:**

Accenture Development Partnerships, Addax Petroleum, Africa Development Bank, Aga Khan Foundation, American Red Cross, Australian DFAT, BBC, Birdlife International, Business in the Community, California State University, CARE, Cooperatives Europe, DfID, Earthwatch, Fairtrade, Flora & Fauna International, GTZ, HelpAge International, IBP/WHO, Iowa College, IURC, Marie Stopes, Michigan Public Health Institute, 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, UNDP, UNICEF, UNHCR, Unilever, UK's Department of Justice, UK Sport, US Dep't of Commerce, US State Department, USAID, War Child, WEF, WHO, WWF, World Food Programme, World Vision.

## **Training team**



**CATHERINE RUSS** - Catherine is a Learning and Adult Education Specialist and Accredited Partnership Broker with the Partnership Brokers Association. She has worked across numerous disciplines in the public, academic and not for profit sectors; in the past years she's held senior and advisory roles in the humanitarian sector in diverse organisations such as the Humanitarian Leadership Academy, Save the Children and RedR UK. Her partnership brokering work and collaboration expertise has come from years of working in partnerships and consortia where

she witnessed and experienced their unharnessed potential; she is now passionate about supporting groups to embrace their strengths and diversities to develop and evolve their own unique practices and tools. The emerging domains of multiple intelligences, systems thinking, mindfulness and how nature's adaptive patterns (bio-mimicry) can provide rich and fertile ground for collaboration are actively influencing her latest thinking. Catherine's recent work has led her to co-develop a global partnership which is researching and developing new approaches to remote partnering. She holds an MSc in Adult Education and Training.



**MICHELLE HALSE** - Michelle is a highly-experienced partnering, collaboration and innovation specialist and a PBA Accredited Partnership Broker, Trainer, Mentor and Associate. She has specific experience in international development, global innovation challenges, social innovation. Michelle has brokered partnerships with consortia for international health, humanitarian capacity building, vulnerable children and families, women's legal services, education, livelihoods and social inclusion in the UK, USA, Australia, across the Asia-Pacific and

Africa. She has worked in catalytic philanthropy building the collaborations to support collective impact initiatives. She is particularly interested in the new forms of shared, collaborative, leadership required for the challenges and disconnects facing the world today. She holds a MSocSc in International Development and GDipBus in Management.

*"I found the training week highly experiential, very carefully designed using a range of pedagogical approaches and training methods. It is a great program for those who wish to learn the key principles for mobilizing multi-sector partnerships. More importantly, the program connects one to a rich network of partnership broker professionals worldwide."*  
Vipin Gupta, Associate Dean, Global Management Centre, California State University

## 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 **USD 2,400**. A **discounted rate of USD 2,200** is available for **not for profits and self-employed** or multiple bookings from one organization. To foster diversity in the program, a maximum of 4 participants from the same organization are permitted to join.

**Early bird discount is applicable for anyone making payment before 30 April 2018.**

The fee includes tuition costs, background reading materials and copies of all the training materials. The fee also covers refreshments and lunch but does not include travel, accommodation or evening meals.

The fee will be payable with your application. Your place on the course will be secured only when full payment has been received.

**Application:** Fill in and submit the online application form at:  
**[www.bit.ly/PBAWD2018](http://www.bit.ly/PBAWD2018)**

**Applications and fees:** Spaces are expected to fill fast and you are advised to submit your application promptly to avoid disappointment. For more information, please contact Catherine Russ at **[catherine@cathruss.com](mailto:catherine@cathruss.com)** or Michelle Halse at **[michelle@livingcollaborations.com](mailto:michelle@livingcollaborations.com)**.

\* **Early bird discount** applies when payment is received by 30 April 2018. Applications are welcome after this date and the full fee will apply.

## 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 **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 venue is the grand, historic headquarters of the American Red Cross, a National Landmark building just blocks from the White House, (featuring famous Tiffany windows honouring the Red Cross and Red Crescent movements).

Nearest metro stop is Farragut West

**Address:** 430 17th Street, NW,  
Washington, D.C., 20006 USA

*"The Partnership Brokers Training dramatically surpasses any other professional development training I have received. Not only is it excellently facilitated, but each component feels practical, engaging, and deeply relevant to the realities of building effective and innovative collaboration between various partners in any business endeavour. It has completely changed how I interact with my colleagues, and I continue to draw inspiration from and reorient my strategies based on the tools and resources we received during the training."*

Rachel Leeds, Senior Project Coordinator, URC, Leading Global Research Company

## Apply Now

Spaces are strictly limited to 24 participants and are expected to fill fast. Please submit your application promptly to avoid disappointment. Fill in and submit the online application form at [www.bit.ly/PBAWD2018](http://www.bit.ly/PBAWD2018). Contact Catherine Russ at [catherine@cathruss.com](mailto:catherine@cathruss.com) or Michelle Halse at [michelle@livingcollaborations.com](mailto:michelle@livingcollaborations.com) for assistance.



Contact:

Catherine Russ at [catherine@cathruss.com](mailto:catherine@cathruss.com)

Michelle Halse at [michelle@livingcollaborations.com](mailto:michelle@livingcollaborations.com)

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