

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

13 - 16 March 2017

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

There is a growing demand in the US and internationally across all sectors for greater competence in managing the partnering process in **multi-stakeholder collaborations more effectively and efficiently**. There is increasing recognition that the failure rate of partnerships can be countered through the effective use of tools and processes. 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, 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 an Accredited Partnership Broker and facilitator. She has worked in senior and advisory roles in the humanitarian and development sectors for Save the Children, ELRHA and RedR. Catherine's learning and development work goes back over 15 years and includes setting up cross-sector collaborative initiatives, strategy development, facilitation and assessment of humanitarian training programs in countries such as Sri Lanka, Sudan, Pakistan, Chad and Haiti. She has overseen the development and assessment of trainers and facilitated on numerous training programs. Her Partnership Brokering work has led her to most recently specialize in partnerships and consortia work and supporting groups to develop skills and tools to maximize collaboration. She holds an MSc in Adult Education and Training.



MICHELLE HALSE - Michelle is a highly experienced partnering, collaboration, innovation and strategy advisor and a PBA Accredited Partnership Broker, Trainer, Mentor and Associate. She has specific experience in global innovation challenges for development, in social innovation in Australia, and in cross-sector partnerships for international development. Michelle has brokered partnerships with consortia for humanitarian capacity building, vulnerable children and families, women's legal services, health, education, livelihoods and social inclusion in the UK, Australia and across Asia-Pacific and Africa. She has worked in catalytic philanthropy building the collaborations to support collective impact initiatives. She formerly led World Vision Australia's Partnerships unit. 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 early birds***, 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.

A bonus early bird discount of USD 1,995 is applicable for anyone making payment before December 31, 2016.

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/PBTWashDCMar2017

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 or Michelle Halse at michelle@livingcollaborations.com.

* **Early bird discount** applies when payment is received by 15 January 2017. 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



Address: 2111 Florida Avenue North West, Washington D.C. 20008-1912, USA

Web: Visit www.quakersdc.org.

The Quaker Friends Meeting House is a beautiful, historical character building. Its informal setting and natural environment, which are conducive to reflection time, provide the perfect setting for Partnership Brokers Training. It is conveniently located a few blocks from Dupont Circle at the intersection of Florida Avenue and Decatur Place, a half block from Nora's Restaurant and one block from the Washington Marriott and many restaurants and hotels.

"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/PBTWashDCMar2017. Contact Catherine Russ at catherine@cathruss.com or Michelle Halse at michelle@livingcollaborations.com for assistance.



Contact:

Catherine Russ at catherine@cathruss.com

Michelle Halse at michelle@livingcollaborations.com

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