PARTNERSHIP BROKERS TRAINING

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

13-16 June 2017, Wellington, New Zealand

Nau mai Haere mai

Partnerships and collective impact initiatives are multiplying in New Zealand, yet these can be highly challenging to those involved and often fall short of expectations. Partnering is easier said than done. Those who are making partnerships happen are key to the partnering success. This program builds their knowledge, skills, tools and insights.

In June 2017 this unique and highly sought-after global program is being run for the second time in Wellington. It provides those working in partnerships with in-depth development on **how to partner effectively**. You'll leave with:

- **Tools, techniques and skills for brokering partnerships that get results**
- **Enhanced confidence and competence** as partnership practitioners
- **A framework and knowledge** for robust, efficient and innovative partnerships
- **Knowing common principles,** barriers and enablers of multi stakeholder collaborations
- **Ways to overcome common partnership brokering challenges** (both for those working internally and independently)
- **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 in two ways: one as individual or team professional development, and two, as real-time partnership building. When partners from different organisations attend together, they build a common language and framework while developing strategies for the design, management and review of their partnership.

On this intensive program you'll be part of a diverse group from business, not for profits, 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.

"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, Maori NGO, 2015

PARTNERSHIP BROKERS ASSOCIATION

LEARNING • TRAINING • TRANSFORMING

Training run in association with:

Thought PARTNERS

Training Team

TRISH HALL - Trish is an experienced facilitator of partnering, planning, engagement and change. She is a co-owner of Thought Partners and also has governance roles in NGOs. She has worked on partnerships in NZ; Australia and the Pacific. As an external broker, Trish assists partners to scope and build capability and navigate critical milestones. Recently she has: assisted several NGOs to seed potential partnerships; built partnering capability in regional and central government. She has supported innovative partnerships for an Australian iNGO with business and the media. Trish has mentored twenty global candidates in their learning process for accreditation through the Partnership Brokers Association. She chairs PBA's global community of practice for mentors and is an Authorised Trainer.

YESHE SMITH - Yeshe is a highly experienced partnerships broker, and a Partnership Brokers Association Authorised Practitioner Trainer. She is also the co-Chair of the Partnership Brokers Association Community of Practice of trainers. Yeshe has worked in international development for twenty years, including long-term placements in PNG, Ghana and Fiji. She has specialized in partnership work for the past eight years, and has designed, managed and reviewed partnerships in and for PNG, Fiji, Tonga, Samoa, Vanuatu, Nepal, Bangladesh, India, Afghanistan and Australia. She has delivered partnership training across the Pacific, and in Indonesia, Timor Leste and Australia. Yeshe is currently the Programs and Partnerships Manager for the Institute for Human Security and Social Change, at La Trobe University in Melbourne.

Partnership Brokers Association

PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration. Its purpose is to develop the professionalism and integrity of those who are involved and manage multi-stakeholder partnerships.

For over ten years the Partnership Brokers Association has been developing partnership brokers' practice in Australia, Africa, Asia, Canada, Europe, India and USA, building on earlier work initiated under the International Business Leaders Forum.

Thought Partners

Thought Partners Ltd. is a boutique NZ organisational development consultancy with twenty-five years of experience in the facilitation of: strategy; stakeholder engagement; partnerships; collaboration; organisational change; and leadership development across all sectors.

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; no matter what title you have. You could be a relationships manager; a community entrepreneur, a leader of innovations, working in communications; in partnerships or delivering services through collaborations.

In our words 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 and support services.

To be on the training you need to have:

- **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 apply for further training opportunities. Anyone who misses one or more sessions will be able to complete the course but will not be entitled to receive the PBA certificate nor be eligible for further training opportunities.

"The Partnership Brokers Training has definitely helped me create a plan for my work as a broker and the confidence to carry this out. The course's architecture is brilliant! Course graduate, Regional Government, Wellington 2015

"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: ANZ, Auckland UniServices, Australian DFAT, BP, BHP Billiton, CARE International, Chevron Australia, Collaboration Bay of Plenty, Department of Conservation, ECAN, Engineers Without Borders, JR McKenzie Trust, Landcare Research, Marie Stopes International, Microsoft, Ministry of Primary Industries, National Australia Bank, Nike, Oxfam, Queensland Health, Rio Tinto, Save the Children, Sea Alarm Foundation, Shell International, Start Network, SustainAbility, Tamaki Healthy Families Alliance, Te Pou, Te Puni Kokiri, UNDP, UNICEF, Unilever, Melbourne & Auckland Universities, WEF, World Vision, WWF, Z Energy.

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 programme 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.

Application and fees

The fee for the training is **NZD 2,400.00 plus 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.

Application: Download the **Wellington** application form at **www.bit.ly/WellingtonPBT**, complete it and submit to Accredited Practitioner Trainer Trish Hall at **trish@thoughtpartners.co.nz**.

Discount of NZD 300.00 for: not-for-profits, community groups, early-birds (**5 May 2017 deadline for early bird acceptance)** onto the program, or multiple bookings from one organisation or from one partnership. A maximum of four participants from the same organisation are allowed in order to foster diversity in the program.

The Venue

Partnership Brokers Training will be held in a central Wellington location. Details to be confirmed.

"This training was practical and immediately applicable to the challenges I was facing in a variety of multisector 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 anyone who plans to be involved or needs to better understand how to be more effective in multi-sector work." Course graduate, Business Sector, Europe.

Enquiries and applications to trish@thoughtpartners.co.nz.
Visit www.thoughtpartners.co.nz.

Visit www.partnershipbrokers.org and tweet about your partnership brokering experiences @PBA_Brokers.