

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

**13 - 16 November 2018, 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 November 2018 this unique and highly sought-after global program is being run 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, government, philanthropy, education, community and voluntary sectors. The group will be limited to 27 participants with three 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*

## Training Team



**TRISH HALL** - Trish has wide and deep experience as a facilitator of partnering, engagement and change. She is a co-owner of Thought Partners and has governance roles in NGOs. She has brokered partnerships in NZ, Australia and the Pacific. As an external broker, Trish assists partners to scope, establish, build capability, and navigate critical milestones. Recently she has assisted several NGOs to seed partnerships and 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 26 global candidates in their learning process for professional accreditation through the Partnership Brokers Association. She chairs PBA's global community of practice for mentors and is a PBA Authorised Practitioner Trainer.



**JULIE MUNDY** - Julie is the Development Director of Training at the Partnership Brokers Association, and a highly experienced independent partnerships specialist. Julie has worked in international development across Asia 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, she advises across a wide range of sectors, including climate change, health, governance, education and housing. Her recent brokering focus has been complex partnership agreement negotiations between governments, international corporates, and NGOs, conducting 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, a PBA Authorised Practitioner Trainer and Mentor.



**BELINDA GORMAN** - Belinda is an experienced partnership broker with broad cross-sector experience and qualifications spanning corporate responsibility, philanthropy, community and international development. Belinda led the development and implementation of Microsoft's corporate responsibility activities in New Zealand and has more than 15 years of experience working in and with child focused organisations in New Zealand and internationally, including five years with UNICEF. Belinda is a PBA Accredited Partnership Broker, currently based in Wellington.

## 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 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.

## 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. Visit [www.thoughtpartners.co.nz](http://www.thoughtpartners.co.nz)

**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 program leading to **Professional Accreditation** or **Advanced Skills in Partnership Brokering**: (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/PBTWellington](http://www.bit.ly/PBTWellington) complete it and submit to Accredited Partnership Broker, Belinda Gorman at: [belinda@belindagorman.nz](mailto:belinda@belindagorman.nz)

**Discount of NZD 300.00** for: early birds; voluntary and community groups. The early bird discount applies **if accepted and invoice is paid by 8th October 2018 deadline**. The same discount is available for multiple bookings from one organisation or from one partnership. A maximum of four participants from the same organisation are allowed so diversity in the programme is ensured.

**Community and Voluntary Organisations Subsidy:** A subsidy is available for up to nine organisations. The **Working Together More Fund** has made this possible. The application form for this programme explains this and asks you for information in order to receive a potential subsidy.

## The Venue

Te Wāhanga Atawhai Mercy  
Conference Centre  
15 Guildford Terrace  
Thorndon, Wellington 6011

The venue is walking distance  
from the Parliament Buildings  
and Wellington Railway Station

**Google Maps Ref:**  
[bit.ly/PBTWellingtonMap](http://bit.ly/PBTWellingtonMap)

### Feedback from Wellington 2017

*"Really in-depth course that opened my eyes to the professional rigor of partnership brokering."*

*"I came with two questions – am I a partnership broker and could I extend my practice in this area? The course helped me answer both questions by giving clear theoretical information with practice-based examples."*

*"It was impressively holistic, offering current thinking coupled with practical / experiential learning."*



Enquiries to [trish@thoughtpartners.co.nz](mailto:trish@thoughtpartners.co.nz)  
Send applications to: [belinda@belindagorman.nz](mailto:belinda@belindagorman.nz)

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