

**A 4-day training course  
for those brokering multi-agency collaboration  
in the humanitarian sector**

13-14, 16-17 January 2014  
London, UK

There is a growing demand worldwide for disaster risk and vulnerability work to be delivered through collaborative / multi-agency models in order to achieve more innovation, efficiencies, sustainable solutions and / or scale.

It is clear that such multi-agency collaboration is not easy. It is hard to achieve alignment, coherence, focused decision-making and delivery in the midst of a humanitarian response.

A 'partnership broker' is someone who works as a skilled and confident intermediary to help entities to build robust and effective collaborative approaches.

This specialist training course has been running worldwide since 2003. It runs over 4-days and includes:

- **A theoretical framework** for the partnership brokering role
- **Brokering skills development** in: scoping, resource-mapping, facilitation, interest-based negotiation, relationship-management, reaching agreement and reviewing
- **Exploration of challenges** that typically arise and need to be handled by partnership brokers
- **Professional development** that builds understanding of individual strengths as a partnership broker
- **Mapping & action planning** that provides an opportunity to reflect on how to apply lessons from the course to each individual's day-to-day work

Graduates come from business, government, international agencies and non-profit organisations. They are working in a wide range of Humanitarian and Development Sector organisations including: Africa Development Bank, Aga Khan Foundation, AusAID, BRAC (Bangladesh), Business Community Foundation (India), CARE, the CDAC Network, DfID, GAIN, GIZ, Humanitarian Futures Programme, Marie Stopes International, Micronutrient Initiative, Nabard Bank (India), Oxfam, Plan International, Save the Children, START Network, UNDP, UNICEF, UNHCR, USAID, WHO, WWF, World Vision

"The course was highly applicable to the type of work I do with consortia and networks, and the kind of challenges I am faced with on a day-to-day basis. The material was relevant and helped give perspective to those challenges. The course also enabled the participants to step back and reflect on our own work in relation to what we were learning. I really appreciated the whole experience and went back to my role energised and ready for action"

Rachel Houghton, CDAC Network



This cohort is run in association with:

In your application you will need to demonstrate the following:

- **Active or planned brokering involvement** in the management & development of multi-agency collaboration / consortia;
- **Higher education qualification** in a related field and/or practical experience that combines analytical capabilities with an aptitude for working with diverse groups;
- **Management support** from your organisation for participation in this course (internal brokers);
- **Future opportunities** for putting course lessons into practice at strategic / operational levels

Please note:

- participants who attend all sessions will be awarded a PBA certificate entitling them to become alumni of the Association and to apply for Level 2 courses. 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 Level 2 courses.
- this is not a beginner's course – contact us for signposting to introductory/generic partnering skills courses.

There are 3 continued professional development courses: Professional Accreditation, Training Skills Certificate, Research Certificate.

## Training team

**Ros Tennyson** has over 20 years experience in cross-sector partnering and partnership brokering. She was co-Founder and co-Director of a Post-Graduate Certificate in Cross-Sector Partnerships at the University of Cambridge Programme for Industry. She was founding Director of The Partnering Initiative (IBLF). In 2003 she co-founded the Partnership Brokers Accreditation Scheme and in 2011 the Partnership Brokers Association. She is an accomplished author & has undertaken a range of training & partnership brokering work in the Humanitarian and Development sectors.

**Catherine Russ** has most recently been working at Save the Children - contributing to the development of local & global partnerships of the Humanitarian & Leadership Academy. She also works closely with the Enhancing Learning for Research and Humanitarian Assistance (ELRHA) Professionalisation Initiative. In her previous role at RedR she was one of the founders of the Disaster Response Support Service, a joint pilot partnership.



The details:

Course fee: **£1300 GBP**

Location: Central London

Applications & more info: <http://partnershipbrokers.org/w/training/level-1/>

