This **5-day course** takes partnership brokering insights and skills to the next level. It is designed to build further **confidence and competence** by:

- Tackling concerns and issues in an effective and transformational way
- Facilitating open (and sometimes difficult) conversations
- Strengthening individual and organisational partnering capacity

**Training concept and approach**

A basic assumption of the course and, in our view, central to the professional discipline of partnership brokering, is that those operating as partnership brokers need to embody a number of key partnering principles in the way they undertake the role. These include being **equitable and transparent**, as well as being willing to **challenge assumptions**, and **habitual or unhelpful behaviours**.

> **How can partnership brokers best model such principles and also encourage those they work with to adopt such principles themselves?**

A range of sources are referenced in this course including Paolo Freire, Malcolm Knowles, Otto Scharmer and Wilfred Bion. We also consider the value of concepts such as Complexity Theory to enable partnership brokers to know why and when to ‘hold space’ for partners so that **solutions can emerge when the time is right**.
As with all our flagship Partnership Brokers Training course, we build on evidence and experience from the on-going partnership brokering work of our trainers and other Associates operating in diverse contexts and with different models of partnership.

The course also requires participants to co-work to undertake the detailed planning and delivery of practice sessions and to deepen their capacity to observe, listen, build on feedback and become more adept at responding to the question ‘What is needed now?’ – especially where this may mean challenging partners to bring about necessary change.

The course offers the opportunity for participants to:

- Explore a number of theoretical frameworks that underpin partnership brokering approaches
- Frame interventions in the context of an action learning model
- Consider some key issues in managing group processes
- Deepen skills as facilitator-trainers *
- Strengthen capacity to co-work effectively
- Work on themselves in terms of being ‘alert, prepared and ready’ to meet a range of partnership brokering challenges

*This course is a pre-requisite for anyone interested in becoming an authorised PBA Trainer, Associate or Mentor.

Trainers

BULBUL BAKSI - has over twenty years of experience in the social development sector, working with grass roots NGOs as well as government ministries and bilateral aid and international cooperation organisations. She has supported public-private partnerships and helped government agencies manage change processes. Bulbul’s partnership brokering experience in the last few years has focused on: helping to build multi-stakeholder partnership platforms, supporting networks and alliances to scope their roles and build appropriate governance mechanisms, and brokering difficult partner conversations, collaboration agreements and arrangements. Bulbul has also provided advice on embedding partnering approaches in organisations along with strengthening capacities through training, mentoring and coaching. She is an Authorised Practitioner Trainer and Mentor for the Partnership Brokers Association.

ROS TENNYSON - Between 1992 and 2011 Ros led the cutting edge partnership work of the International Business Leaders Forum. During that time, she co-created both the Partnering Initiative and the Partnership Brokers Project. A prolific author and widely recognised trainer, advisor and thought leader in this field, she has worked for a range of agencies and in many locations across the globe. Since 2012, Ros has also been Director of Strategy and New Initiatives for the Partnership Brokers Association.
Participant profile

Candidates must have completed the 4-day **Partnership Brokers Training** and bring:

- Enthusiasm for **building partnership brokering skills** and professional development
- Experience of **working as a partnership broker** in either an internal or external capacity
- Some experience of **working with groups**
- Interest in **deepening understanding** of adult learning approaches, participatory training methods, working with multi-stakeholder perspectives and collaboration for change processes
- Commitment to helping organisations / groups / partnerships **realise their collaborative potential**

Course fee

The course fee is £1,600 (GBP; VAT not applicable). This includes training fee, course materials and refreshments. The course fee does not cover travel costs, accommodation, lunch or other meals.

Applications

- If you would like to discuss the suitability of this course for your professional development needs before applying, please contact course trainers:
  - **Ros Tennyson** (Ros@partnershipbrokers.org)
  - **Bulbul Baksi** (bulbul@partnershipbrokers.org)
- If you are ready to apply, please **register online**. The course is limited in size to ensure a high level of individual attention and opportunity for practicing partnership brokering skills, so early application is advised.

Venue

In the heart of the Kings Cross area overlooking Regents Square, **Lumen** is a RIBA award winning building. The training rooms overlook a courtyard garden, providing a quiet space for focused working in central London.

**Address:** Lumen URC, 88 Tavistock Place WC1H 9RS, London, UK

**Tube:** Kings Cross St. Pancras and Russell Square

“The theoretical concepts were totally new to me and have opened the door to structured knowledge and appreciation... in my future partnership brokering work I will now know why I do every single thing. The door is also open for me to develop and improve this structured knowledge of the partnership brokering concepts along very clear paths.” - Course graduate