

# ADVANCED SKILLS in partnership brokering

22—26 November 2021, Melbourne, Australia



This **5-day course** is for graduates of Partnership Brokers Training, and takes partnership brokering insights and skills to the next level. It is designed to help you 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 is 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**.

SUPPORTING  
CHALLENGING  
CHANGING

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



**MARCIA DWONCZYK** - Marcia brings experience from Australia and overseas to her extensive partnering, community engagement and complex methods work. She has worked as both an internal and external partnership broker across government, NGO, education and for profit sectors. Her most recent focus is on building capacity for engaging diverse stakeholders around complex issues and innovative methodologies to monitor impacts. Marcia is a PBA Accredited Partnership Broker, Authorised Practitioner Trainer and Accreditation Programme Mentor.



**VICTORIA THOM** – Victoria started her PB journey as an internal broker for World Vision in 2008, building innovative partnerships with government and the for-profit sector. In 2016 she moved to work independently as an external broker advising business, government, non-profit and academia organisations on strategies for social impact and sustainable development. She has extensive local and international experience in negotiating and implementing agreements. Victoria is on the pathway to becoming a PBA Authorised Practitioner Trainer and she is a mentor in the Accreditation Programme.

## 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 **AUD \$2,600 (plus GST, total amount \$2,860)**. This includes training fee, course materials and refreshments. The course fee includes the training fee, course materials (course workbook and all slides) as well as lunch and refreshments. The course fee does not cover travel costs, accommodation 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:

**Victoria Thom** (victoria@synergy2030.com)

**Marcia Dwonczyk** (marcia@creativma.com)

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. Application questions: [training@partnershipbrokers.org](mailto:training@partnershipbrokers.org).

## Venue

The course is non-residential and will be conducted at **University College**, which is adjacent to the University of Melbourne. It is easy to get to by tram and good parking is available. The College is surrounded by beautiful gardens and provides a quiet, engaging and secure environment for discussion and learning. Government recommendations for social distancing and hygiene will be observed.

**Address:** University College, 40 College Crescent, Parkville, Victoria 3052, Australia  
[www.unicol.unimelb.edu.au](http://www.unicol.unimelb.edu.au)

*"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*



Email: [training@partnershipbrokers.org](mailto:training@partnershipbrokers.org)  
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