

Partnership Brokering

Certificate in Advanced Practice

MELBOURNE – 2023

TIME INVESTMENT

27 July
2.5-hour online session

3 August
2.5-hour online session

8 - 11 August
Four full days in-person with your trainers and cohort at the Melbourne venue.

Your personal contribution both online and in-person, as a member of the training cohort, is important, and full attendance at all sessions is required to receive your certificate.

VENUE

The course is non-residential and will be conducted at:

University College
40 College Crescent
Parkville Vic 3052
www.unicol.unimelb.edu.au

This course is for those who have been engaged in partnership brokering, and/or have completed one or more of the Partnership Brokers Association's (PBA) training courses. The Certificate in Advanced Practice course takes partnership brokering to the next level in terms of issues, insights and skills. It is designed to build further **confidence and courage** by considering and practicing how to:

- Tackle concerns and contradictions in effective and transformational ways
- Facilitate open (and sometimes difficult) conversations
- Strengthen partnering capacity and build more collaborative organisational cultures.

Training 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, inclusive and transparent**, as well as **challenging assumptions**, and **habitual or unhelpful behaviours** along with **pushing boundaries** and **promoting transformative approaches**.

How can partnership brokers best model these principles and also encourage those they work with to adopt a principled approach?

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**.



Participant Profile

To be eligible for this courses, you will need to bring

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

Most participants in this course are graduates of the Partnership Brokers Training course or the Brokering Partnerships Remotely course. However, if you have not completed these courses but feel you have equivalent experience, please contact our Training Manager to discuss your options.
training@partnershipbrokers.org



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“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 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.”

“I’ve gained a deeper understanding about who I am, and the type of skills needed to succeed in the complex space we work in. I’m a better professional, and for that, I will always be grateful.”

- Course graduates



About the training

As with all our flagship Partnership Brokers Training courses, we **build on evidence and experience** from the ongoing work of PBA trainers, mentors and service providers as well as our expanding group of Accredited Partnership Brokers who operate in many different contexts and with different models of collaboration.

The course also requires participants to undertake the detailed planning and delivery of practice sessions in pairs. They will have opportunities to observe, listen, build on feedback and become more adept at responding to the question: **‘What is needed now?’** – especially where this may mean pushing partners to bring about necessary change.

Partnership Brokers Association

The Partnership Brokers Association, established in 2003, is the international professional body and training resource for those **managing and developing partnership processes**. PBA’s training work is informed and regularly updated in consultation with international practitioners.

PBA is dedicated to promoting professionalism and integrity in brokering multi-stakeholder partnership for sustainable change and impact by:

- Elevating partnering knowledge and practice so that collaborations can become truly transformational
- Supporting partnership brokers to take a principled and skilled approach to reach the highest standards of partnership excellence
- Promoting the critical importance of the partnering process for decision makers in all sectors to achieve ambitious results

In the course you will also explore:

- A number of **theoretical frameworks** that underpin partnership brokering approaches
- How to **frame interventions** in the context of an action learning model
- Key issues in **managing group processes**
- The importance of deepening your skills
- How to **co-work effectively**
- The importance of working on yourself 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.



Further Opportunities:

Candidates may apply for the globally-recognized mentored program leading to a professional qualification as an **Accredited Partnership Broker**. Accreditation is a key element in our move towards creating the new profession of ‘partnership broker’, and it’s our cornerstone to set and maintain high standards in this field.

Those who successfully complete the Advanced Skills course are eligible to join PBA – the leading international professional body for those working in this field – as an Associate. This means becoming part of the organisation’s development and governance. To find out more contact: info@partnershipbrokers.org

ENQUIRIES

training@partnershipbrokers.org



PARTNERSHIP
BROKERS ASSOCIATION

Partnership Brokering

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If you would like to discuss this course and your professional development needs before applying, please contact course trainers:

Julie Mundy

juliepmundy@gmail.com

or

Bulbul Baksi

bulbul@partnershipbrokers.org

“I realized the importance of preparing myself emotionally and mentally for brokering. I was challenged with ideas around being aware of power dynamics, not just assuming things, and seeing conflict as an opportunity – all of which will help me as a broker.”

- Course graduate

Worldwide Training

Dates & locations:

www.bit.ly/PBAtraining



Training Team

Our Training Team members are Accredited Partnership Brokers and PBA Authorised Trainers, and are drawn from the most experienced and respected Partnership Brokers in the world. Practitioners first and Trainers second, they have extensive current brokering experience informing their training.



BULBUL BAKSI has over twenty years of experience in the social development sector, working with grassroot NGOs as well as with Government Ministries and bilateral aid and international cooperation organisations. She has supported public private partnerships and community-based practitioners to develop partnership brokering approaches and helped Government agencies manage change processes. Her 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, brokering difficult partner conversations, providing advice on embedding a partnering approach in organisations, strengthening capacities through training, mentoring and coaching. She is Authorised Practitioner Trainer and mentor of Partnership Brokers Association.



JULIE MUNDY is an Accredited Partnership Broker, Associate, Trainer and Mentor with the Partnership Brokers Association and was previously, Lead: Training, Governance and Regional Portfolios. She is one of PBA's most experienced trainers and partnership brokers/specialists. Julie has worked in Australia and internationally across Asia, the Pacific and Africa for over 25 years, in project and organisational design, management, strategy, leadership and governance. She advises multi-stakeholder partnerships across a wide range of sectors, including climate change, health, governance, education, infrastructure, research and housing. Her recent brokering focus has been complex partnership agreement negotiations between governments, international corporates, and NGOs, conducting reviews of major cross-sector partnerships, designing and conducting partnership training and capacity building programs for a range of agencies, and a current focus on systems thinking to embed 'business unusual' to achieve sustainable change.



Applications & Fees

The fee for Advanced Practice training is AUD \$3,200 + GST = \$3,520. This includes tuition costs, background reading materials, copies of all the training materials and full catering in the lovely venue of University College. Your place on the course will be secured only when full payment has been received. 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.

Please apply:

www.bit.ly/TrainingPBA



www.partnershipbrokers.org