Advanced Skills in Partnership Brokering

16 - 20 March 2020, Edmonton, Canada
PBA Advanced Practice Program

This 5-day course takes the Partnership Brokers Training to the next level. It is designed to build further confidence and competence in managing a range of partnership brokering interventions to promote really effective and potentially transformational partnering.

Such interventions can include:

- Building deeper understanding between partners
- Helping partners address their partnering anxieties
- Facilitating open (sometimes difficult) conversations
- Strengthening individual and organisational partnering capacity
- Taking on more formal coaching, mentoring and/or training roles

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 basic 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 behaviours.

How to best model such principles and interactions?

How can partnership brokers best model such principles in their interactions with partners and also encourage those they work with to adopt such principles themselves?

We have referenced a range of sources in evolving this course including: Paolo Freire, Malcolm Knowles, Otto Scharmer and Wilfred Bion. We also consider the value of concepts such as Complexity Theory for partnership brokers in ‘holding space’ for partners so that solutions can emerge when the time is right.

As with all our training courses, we build on the evidence and experience from our own on-going work in partnership brokering and from qualified partnership brokers operating in diverse contexts and with different models of partnership.

The course offers the opportunity for participants to build their skills through detailed planning, delivery and experience 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 various partnership brokering challenges

*A This course is a pre-requisite for anyone interested in becoming an authorised PBA Trainer, Associate or Mentor.
Candidates have successfully 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** – whether in a learning, training or facilitating capacity.
- **Interest in deepening** understanding of adult learning approaches, participatory training methods, working with multi-sector perspectives and collaboration for change processes.
- Commitment to helping organisations / groups **realise their collaborative potential**.

**Trainer**

**HELGA VAN KAMPEN** - Helga is a partnership specialist working independently since 2011. She supports complex global partnerships in developing, managing, reviewing and moving on processes. Helga has worked with a wide variety of organisations from all sectors. As a cultural anthropologist she is interested in and focuses on complex global issues. She strongly feels that joint effort is needed to address these issues. Helga supports professionals in the HOW of collaboration. She supports organisations to develop and strengthen their partnership skills, strategy and steering mechanisms to maximise impact. Helga also leads research on how to best maximise and capitalise on the added value of collaboration.

**Resource practitioner**

**JOCELYNE DAW** is a pioneer and expert in the evolution of authentic cross-sectorial partnerships, collective impact and community engagement. For over 30 years, she has helped countless organizations and people build successful partnerships through coaching, training and facilitation. Her boutique consultancy, JS Daw & Associates, specializes in designing and supporting breakthrough community strategies and partnerships. She is an internationally published author, speaker, Accredited Partnership Broker and Authorized Practitioner Trainer.

**Application and fees**

The course fee is **CND $3,100**. This includes training fee, course materials and refreshments. The course fee does not cover travel costs, accommodation lunch or other meals. Please fill in the online application form: [www.bit.ly/ADSKEdmonton](http://www.bit.ly/ADSKEdmonton)

If you are interested in applying or would like to discuss the suitability of the course for your needs, please get in touch with Jocelyne Daw at [jocelyne@jsdaw.com](mailto:jocelyne@jsdaw.com). The course is limited in size to ensure a high level of individual attention and opportunity for practice, so early application is advised.

**Grants:** Eligible participants may apply to the Canada-Alberta Job Grant program for a two-third fee reimbursement. For more details and to apply for a grant please read the Canada-Alberta job grant guide. Attendees outside of Alberta can check their province's similar job grant program to determine if they are eligible for grant support.

**Venue and contact**

The course will be hosted by the Edmonton Chamber of Voluntary Organizations.

**Training Venue:** World Trade Center, #600 - 9990 Jasper Avenue, Edmonton, Alberta T5J 1P7, Canada

**Time:** 9am to 5pm daily

**Contact:** Jocelyne Daw, [jocelyne@jsdaw.com](mailto:jocelyne@jsdaw.com)

We welcome all enquires and one of the course trainers will be happy to discuss the training experience with you should you want more information before making up your mind to apply!

“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

[www.partnershipbrokers.org](http://www.partnershipbrokers.org)