

# Brokering Partnerships

An online course

19 October – 22 November 2021

## SESSIONS

This course includes nine sessions.

### Sessions 1 – 4

2 - 5pm UK time

Session 1 | 19 Oct

Session 2 | 21 Oct

Session 3 | 25 Oct

Session 4 | 1 Nov

### Session 5 | 8 Nov

9am – 4pm UK time

Experiential learning

### Sessions 6 - 9

2 - 5pm UK time

Session 6 | 11 Nov

Session 7 | 15 Nov

Session 8 | 18 Nov

Session 9 | 22 Nov

## TIME INVESTMENT

Session 4 will require a **full day** of your time, while all other sessions will require approximately **4 hours**. Please be prepared for this level of time investment.



Multistakeholder and cross-sectoral partnerships are multiplying, but how do we support those guiding and leading partnerships to achieve the “more than the sum of the parts” results we are all seeking?

Drawing on global experience and designed to appeal to **all types of learners** from diverse sectors, this course balances conceptual and practical learning.

The course is a blend of approaches, mixing online and off-line content, individual and group work, facilitated and self-managed learning, tapping into your creative and brainy capacities.



## This course provides

- A framework for creating robust, efficient and impactful partnerships
- A focus on critical partnership principles, to drive values-based partnerships for stronger results
- Unique, fit for purpose tools and techniques for brokering partnerships that get results
- Enhanced confidence and competence as a partnership practitioner
- Deeper understanding of professional partnership management ('brokering')
- Space for reflection on your partnering experiences

It creates a safe space to support personal and professional development and is designed specifically for those involved in the challenging work of **brokering and supporting partnerships throughout the project cycle to deliver results and impact.**

Lead by highly experienced Authorised Practitioner Trainers from **the Partnership Brokers Association (PBA)**, this course has been richly informed by insights and experiences from PBA's face-to-face Partnership Brokers Training and will continue to evolve from cohort to cohort, by including new thinking and insights as they emerge.

The course can also be used for **real-time partnership building** when partners attend the course together and leverage the lessons to guide partnership strategy, management or review.

Successful completion of this course allows the graduate to progress to the Partnership Brokers Accreditation pathway and/or Advanced Skills program.

- A safe space for you to experiment and explore new ideas
- Strategies to overcome common and complex partnership challenges
- Personal and professional insights that build competencies to support successful partnerships
- Access to a vibrant global network of over 3,000 alumni and an opportunity to join as a professional member of the Association.



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# Brokering Partnerships

An online course – Sessions 1 - 9

*“Before attending the course, I had a rough understanding of what a partnership should look like and what might be important in supporting them. This course, however, opened my eyes to the many layers of a partnership and the various facets of brokering them. It was the first time I got to know a principle-based, elaborated approach to partnerships. The learning will undoubtedly be helpful in my future work.”*

Course graduate  
June - July 2021

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



## This course is for:

This training is for active practitioners involved in the management and development of multi-stakeholder partnerships and is **not** an introductory course. Participants will have experience working to build effective and innovative collaboration between two or more partners. Past graduates have come from business, government, international agencies and non-profits working in diverse spheres.



**Admission to the course is by application.**



## Further Training Opportunities:

Participants who successfully complete the training will be awarded a Partnership Brokers Association certificate and granted access to a global network of over 3,000 professional alumni. PBA alumni are eligible to apply for **Advanced Practice** training, and the globally-recognized mentored program leading to professional qualification as an **Accredited Partnership Broker**.

## 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

## Application & Fees

The fee for the training is £1,350. This includes tuition costs, background reading materials, copies of all the training material. Your place on the course will be secured only when full payment has been received.

Please apply: [www.bit.ly/PBAonline2021](http://www.bit.ly/PBAonline2021)



**PARTNERSHIP**  
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*“I think the facilitators did a wonderful job in making it a safe space for us. We would practice providing constructive feedback from the very beginning to set the tone.”*

Course graduate  
June – July 2021

Worldwide Training  
Information on all of our  
training:  
[www.bit.ly/PBAtraining](http://www.bit.ly/PBAtraining)



## Course Curators

*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.*



**CATHERINE RUSS** is an Accredited Partnership Broker and facilitator. She has worked in senior and advisory roles in the humanitarian and development sectors for the Humanitarian Leadership Academy, Save the Children, ELRHA and RedR. Catherine’s learning and development work goes back over 15 years and includes setting up cross-sector collaborative initiatives, strategy development, facilitation and assessment of humanitarian training programs in countries including Sri Lanka, Sudan, Pakistan, Chad and Haiti. She has overseen the development and assessment of trainers and facilitated on numerous training programs. Her Partnership Brokering work has led her to most recently specialising in partnerships and consortia work and supporting groups to develop skills and tools to maximise collaboration. She holds an MSc in Adult Education and Training.



**LOLA GOSTELOW** is a member of the Strategic Team of the Partnership Brokers Association. As well as a partnership broker, Lola is a humanitarian policy analyst and a nutritionist. Her extensive operational, advocacy and research experience spans over 30 years. Her support to partnerships has included numerous in-person and online trainings for participants from around world; advising on the governance arrangements of large international collaborations; supporting learning by organisations working in partnership; and producing organisation-specific guidance on partnering. Lola teaches regularly at the London School of Hygiene and Tropical Medicine and the University of East Anglia.

## Guest Trainers



**BULBUL BAKSI** has over twenty years of experience in the social development sector, working with grassroots NGOs as well as with Government Ministries and bilateral aid and international cooperation organisations. She supported public private partnerships and helped Government agencies manage change processes. Her partnership brokering experience in the last few years 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, collaboration agreements and arrangements, providing advice on embedding partnering approach in organisations, strengthening capacities through training, mentoring and coaching. She is Authorised Practitioner Trainer and mentor of Partnership Brokers Association.



**HELGA VAN KAMPEN** is a partnership specialist, who has worked independently since 2011. As an Accredited Partnership Broker, she supports complex global partnerships in developing, managing, reviewing and moving on processes. Helga supports professionals in the HOW of collaboration. She has worked with a wide variety of organizations from all sectors (Dutch Ministry of Foreign Affairs, Humanitarian and Development Sector, Municipality of Amsterdam, Women Rights organizations, the corporate sector such as Microsoft, Rabobank Foundation as well as multi-stakeholder alliances). She works in the Netherlands and abroad (Ethiopia, South Africa, South-Sudan, Turkey, Nigeria, DR Congo, Egypt, Uganda, Jordan). Helga is an Authorized Practitioner Trainer, Associate & Mentor with the Partnership Brokers Association.



**JOANNA PYRES** has managed complex multi-stakeholder partnerships in UK and Europe and has experienced firsthand the personal and organisational challenges involved in implementing collaborative approaches inside and across organisations. Passionate about sharing partnering and partnership brokering know-how and making it accessible, Joanna has been building personal and organisational capacity to partner since 2007. Joanna Pyres is a PBA Accredited Partnership Broker and Authorised Practitioner Trainer.

Worldwide Training

All training dates & locations worldwide:  
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