A 4-day training course
for those brokering multi-stakeholder partnerships

28 April - 1 May 2020
London, United Kingdom

There is a growing demand worldwide across all sectors for greater competence in managing the partnering process in multi-stakeholder partnerships *more effectively and efficiently*. This is particularly so with the business, not for profit, government and education sectors increasingly seeking to work together to solve complex social and development problems. This unique and highly sought-after programme provides those working in and on partnerships with frameworks, tools, techniques and skills development to build their confidence and competence as partnership brokers.

A **partnership broker** is an *intermediary* building effective and innovative collaboration between partners. Partnership brokers can be either *internal* – responsible for negotiating or managing partnerships on behalf of their organisation – or *external* – those offering independent partnership brokering services.

Established in 2003, the globally recognised **Partnership Brokers Training** builds the practical brokering skills and professional practices necessary to address complex challenges in the partnering process at all phases of a partnership’s life cycle.

Previous participants come from business, government, international agencies and non-profit organisations:


“This programme has given my partnership brokering work a ‘soul’; The delivery was precise and to the point. I now have a clear picture of the entire brokering process and how best I can execute my role. I have renewed confidence and increased skills. It was an excellent experience.”

Course graduate (Bi-lateral agency, India)

Drawings courtesy of Maria Hayes
What is the Partnership Brokers Training Programme?

A 4-day skills training and professional development that includes:

- A theoretical framework for partnership brokering and the importance of good brokering in the development of robust, efficient and innovative partnerships, consortia & coalitions
- Brokering skills development in: scoping, resource-mapping, facilitation, partnering negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership brokering challenges
- Action planning for individual applications of the lessons from the course

A small, diverse participant group will maximise potential for personal attention and individual opportunities for skills building and professional development.

Objectives of the training:

- Deepen understanding of professional partnership process management (partnership brokering)
- Introduce partnership brokering concepts and practical tools
- Build key skills and professional confidence in this field
- Explore innovative approaches to problem-solving and transformative interventions
- Promote a ‘reflective’ approach to professional practice and partnership brokering good practice principles
- Create new knowledge about partnership brokering and its value

Training Team

DAVID LEE is an Accredited Partnership Broker and PBA Practitioner-Trainer. He has over 15 years of experience leading and facilitating significant management and change initiatives with corporate, non-profit and government organizations. As a consultant and as the Executive Director of Organization Development at the John Howard Society of the Lower Mainland of BC, David has led and supported partnerships across sectors, particularly in social enterprises and non-profit supportive housing.

LOLA GOSTELOW - is an Accredited Partnership Broker and member of the Strategic Team of the Partnership Brokers Association. She is a humanitarian policy analyst with a technical background in nutrition and food security. Her extensive operational, advocacy and research experience spans over 25 years. Lola has a long and strong track-record as a facilitator and a trainer, and has applied these skills in her brokering and humanitarian work. She also has expertise in: humanitarian system structure/mechanisms; humanitarian partnerships and coordination; quality and accountability; and humanitarian principles. Her support to partnerships has included advising on the governance arrangements of large international collaborations such as the Scaling-Up Nutrition movement, the CDAC Network (Communicating with Disaster-Affected Communities); the Consortium of British Humanitarian Agencies; and humanitarian coordination mechanisms concerned with protection and nutrition. Lola is a board member of the Start Network, including 2 years as its Chair (2016-2018), and she teaches regularly at the London School of Hygiene and Tropical Medicine.

“I have done many professional training courses paid for by former employers… this is the first one I have paid for myself and it was totally worth both the time and the financial investment.”
Course graduate and independent Partnership Broker - London

“The course opened my eyes to all the often unspoken but incredibly powerful aspects of partnerships, for example, the emergence of unimagined impact from taking a less controlling approach and being truly inclusive and building on diversity.”
Course graduate, London 2018
Who should attend and criteria for acceptance

To be accepted onto the course, applicants should be active partnership practitioners involved in the management and development of multi-stakeholder partnerships and should be able to demonstrate the following:

- **Educational attainment** at higher education level in a related field and/or practical experience that combines analytical capabilities with an aptitude for working with diverse groups;
- **Management support** for their participation in this course;
- **Opportunities** for the practical application of partnership brokering skills.

Further training opportunities

Participants who complete the Partnership Brokers Training will become alumni of the Partnership Brokers Association (PBA) giving them access to learning / research findings, tools, case studies, support services and further training options. These are: A long-distance mentored programme leading to **Professional Accreditation** or **Advanced Skills in Partnership Brokering** (a 5-day course offering more advanced partnership brokering skills). **PBA** is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration.

Application and fees

The fee for the training is **GBP 1,450.00**. This includes tuition costs, background reading materials, copies of all the training materials. The fee does not include travel, accommodation or meals. The fee will be payable with your application. Your place on the course will be secured only when full payment has been received. To foster diversity in the programme, a maximum of 4 participants from the same organisation are permitted to join.

Application: Please download and fill in the London application form at [www.bit.ly/LondonPBA](http://www.bit.ly/LondonPBA) and send it to training@partnershipbrokers.org.

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“This Partnership Brokers training will challenge you at the personal level as much as at the professional level. I found it to be very practical, and have already used tools I learned within my organization to strengthen and redefine our current partnership. The hands-on learning methodology allows you to experiment with the tools and get valuable feedback. I will definitely continue to develop my skills as a Partnership Broker.”

Course graduate (OCIC Member, Canada)

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The venue

**Address:**

The Artworks Classrooms

60a Weston St,

London Bridge SE1 3QJ

[www.theartworks.london/classrooms](http://www.theartworks.london/classrooms)

The Artworks Classrooms are a two minutes walk from **London Bridge Station**.

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Enquiries and applications to training@partnershipbrokers.org

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