

**A 4-day skills development course
for those involved in brokering and managing
multi-stakeholder partnerships**

26 - 29 November, Jakarta, Indonesia

There is a growing demand in **Indonesia** and internationally 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 program 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.

"I now have the framework, tools and confidence to address the challenges of a particularly problematic partnership, including an action plan and timelines - excellent!" Course graduate (Canberra, 2014)

The Partnership Brokers Training is 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
- Brokering **skills development** in scoping, resource-mapping, facilitation, partnering negotiations, relationship-management, reaching agreement and reviewing
- Exploration of common partnership **brokering challenges**
- **Action planning** for individual applications of the lessons from the course

Who should attend and criteria for acceptance



Drawings courtesy of Maria Hayes

This course is for active partnership practitioners involved in the management and development of multi-stakeholder partnerships who 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;
- **Opportunities** for the practical application of partnership brokering skills.

Please note that participants who attend all sessions will be awarded a PBA certificate entitling them to become alumni of the Association and to apply for further training opportunities (see details on the next page). Anyone who misses one or more sessions without an acceptable reason will be able to complete the course but will not be entitled to receive the PBA certificate nor be eligible for further trainings.

About the Partnership Brokers Association

PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration. The Association awards formal accreditation to those who reach the required standard and promotes partnership brokering good practice principles.

About Partnership-ID

Partnership-ID was established in late 2017 with one fundamental mission in mind. "To create SPaCE" – Sustainable Partnership & Community Engagement. Whilst many corporations, NGO's and other organisations believe in the need to establish a more strategic approach towards corporate social responsibility (CSR), they have struggled to develop effective dialogue with the appropriate stakeholders aimed at establishing a truly sustainable developmental relationship. Partnership-ID focuses on facilitating such relationships by offering a wide range of highly qualified and experienced specialists capable of creating closer linkages among corporate, government and community stakeholders. www.partnership-id.com

Graduates come from business, government, international agencies and non-profit organisations: ActionAid, ACIAR, Africe Development BankAlcoa, ANZ, Australian DFAT, AusTrade Commission, Australian Volunteers International, BP, BHP Billiton, CARE International, Centrecare, DEEWR, Engineers Without Borders, International Finance Corporation (IFC), Humanitarian Futures Programme, ICIMOD (Nepal), Marie Stopes International, Microsoft, Newmont Mining, New Zealand Department of Conservation, Nike, Queensland Health, Rio Tinto, SA Native Title Services, Save the Children, Sea Alarm Foundation, Shell International, Start Network, SustainAbility, Sustainable Partnerships Australia Ltd, Telstra, UNDP, Unilever, University of Melbourne, World Economic Forum, UNDP, UNICEF, UNHCR, USAID, WHO, WWF, World Vision.

Training Team



JULIE MUNDY - is a member of the Partnership Brokers Association's Strategic Team and Lead: Training and Regional Portfolios with a global remit, and is a highly experienced independent partnerships specialist. Julie has worked in Australia and internationally across Asia and Africa for over 25 years, in project and organisational design, management, strategy, leadership and governance. She advises across a wide range of sectors, including climate change, health, governance, education 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' and achieve sustainable change. Julie is also a PBA Accredited Partnership Broker, Authorised Practitioner Trainer and Mentor.



BELINDA GORMAN - is an experienced partnership broker with broad cross-sector experience and qualifications spanning corporate responsibility, philanthropy, community and international development. Belinda led the development and implementation of Microsoft's corporate responsibility activities in New Zealand and has more than 15 years' experience working in and with child focused organisations in New Zealand and internationally, including 5 years with UNICEF. Belinda is a PBA Accredited Partnership Broker, currently based in Wellington.



YANTI TRIWADIANTINI - is an Accredited Partnership Broker and the founder and CEO of Partnership-ID in Indonesia. She is also a co-Founder of the ASEAN CSR Network and is on the Board of Management for Indonesia Business Links, a not-for-profit organisation that promotes good corporate citizenship and fosters partnership for development in Indonesia. Since 2000, Yanti has worked as a partnership broker on programs focussed on business ethics, youth empowerment and environmental management.

Application and fees

The fee for the training is **USD \$1,550**. This includes tuition costs, background reading materials, copies of all the training materials, lunches and snacks. The fee does not include travel or accommodation. The fee will be payable with your application. Your place on the course will be secured only when full payment has been received.

Application: Download the application at www.bit.ly/JakartaPBA complete it and submit to training@partnershipbrokers.org.

Spaces are expected to fill fast. Please get your application in promptly to avoid disappointment.

For more information please contact training@partnershipbrokers.org.

"Beautifully conducted course with a varied mix of sessions seamlessly leading from one aspect of partnership brokering into another"

Course graduate (Butan, February 2019)

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 program leading to **Professional Accreditation** or **Advanced Skills in Partnership Brokering**: (a 5-day course offering more advanced partnership brokering skills).

"I am much more confident in my skills and abilities after this course. The collaboration during the training has complemented my learning and the tools I'm taking away. What a great opportunity to learn from others and gain courage to try new things."

Course graduate (Washington, DC 2016)

The venue

Marquee Executive Offices, Cyber 2 Tower, 17th Floor
Jl. HR. Rasuna Said Blok X-5, Kuningan – Jakarta



www.partnershipbrokers.org



Enquiries and applications to:
training@partnershipbrokers.org