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**

**CATHERINE RUSS** - is a Learning and Adult Education Specialist and Accredited Partnership Broker with the Partnership Brokers Association. She has worked across numerous disciplines in the public, academic and not for profit sectors; in the past years she’s held senior and advisory roles in the humanitarian sector in diverse organisations such as the Humanitarian Leadership Academy, Save the Children and RedR UK. Her partnership brokering work and collaboration expertise has come from years of working in partnerships and consortia where she witnessed and experienced their unharmed potential; she is now passionate about supporting groups to embrace their strengths and diversities to develop and evolve their own unique practices and tools. The emerging domains of multiple intelligences, systems thinking, mindfulness and how nature’s adaptive patterns (bio-mimicry can provide rich and fertile ground for collaboration are actively influencing her latest thinking.Catherine’s recent work has led her to co-develop a global partnership which is researching and developing new approaches to remote partnering. She holds an MSc in Adult Education and Training.

**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.
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.

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 below). 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.

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)

“They (PBA) are excellent. Pedagogically very sound. A very experienced and well trained team will take you deep into the subject with shared experience, role play, carefully chosen situation-simulation activities. I recommend without hesitation. You will meet very interesting people and your thinking may change - for good! It isn’t just great for week and then forgotten. It has lasting impact. One of the best courses I have ever done.”

Course graduate (Course graduate, London)

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Enquiries and applications to training@partnershipbrokers.org

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