

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

**2 - 5 December 2019  
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:

Accenture Development Partnerships, Addax Petroleum, Africa Development Bank, Aga Khan Foundation, Australian Department of Foreign Affairs and Trade, BBC, Birdlife International, Business in the Community, CARE, City of London, Cooperatives Europe, Earthwatch, Fairfood International, Flora & Fauna International, GTZ, HelpAge International, Marie Stopes, Microsoft, Mondelez International, Nabard Bank, Nike, Oxfam, Partnership Resource Centre, Plan International, PWC, Red Cross, Rio Tinto, Save the Children, Sea Alarm Foundation, Shell, Start Network, Total, Tullow Oil, UK Department for International Development, UK Department of Justice, UK Sport, UNDP, UNICEF, UNHCR, Unilever, US State Department, Voluntary Service Overseas, War Child, WEF, WHO, WWF, World Food Programme, World Vision

*"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



**HELGA VAN KAMPEN** - is an Authorised Practitioner Trainer and partnership specialist, who has been 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 efforts are needed to address these issues. Helga supports professionals in the HOW of collaboration. As a consultant she supports organisations to develop and strengthen their partnership skills, strategy and steering mechanisms in order to maximise impact. In addition, Helga's research focus has been on how best to maximise and capitalise on the added value of collaboration.



**LOLA GOSTELOW** - is an Associate of the Partnership Brokers Association. She is a humanitarian policy analyst with extensive operational, advocacy and research experience spanning over 25 years. Lola is currently working with the PBA leadership team to refine PBA's strategic position and capability in partnership process management ('brokering'). Lola has applied her facilitation and training 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. Lola is a Trustee of the Start Network, an innovative model of humanitarian partnership and action, and she teaches at the London School of Hygiene and Tropical Medicine on humanitarian policy.

*"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)

## 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](mailto:training@partnershipbrokers.org).

## The venue

The venue, All Saints House, is a rejuvenated historic Georgian terrace in the heart of Marylebone.

### Address:

Terrace Room,  
All Saints House 83 Margaret St, London W1W 8TB, UK  
(Entrance via Marylebone Passage)

**Closest tube station** is Oxford Circus

**Tel:** 020 7637 0600 / 07724397285



External photo: Google Maps



Enquiries and applications to [training@partnershipbrokers.org](mailto:training@partnershipbrokers.org)

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