

**A 4-day skills development program
for those building and managing
multi-stakeholder partnerships**

21 - 24 October 2019, Melbourne, Australia

There is a growing demand in Australia 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 time lines - excellent!" Course graduate (Canberra, 2014)

Graduates come from business, government, international agencies and non-profit organisations: ActionAid, ACIAR, Alcoa, ANZ, Australian DFAT, AusTrade Commission, Australian Sports Commission, Australian Volunteers International, BP, BHP Billiton, CARE International, Centrecare, Chevron Australia, DEEWR, Engineers Without Borders, Gold Coast Medicare Local, Marie Stopes International Australia, Melbourne Business School, National Australia Bank, 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, Victorian Bushfires Reconstruction Authority, WEF, World Vision

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

Training Team



JULIE MUNDY - Julie 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.



YESHE SMITH - Yeshe is a PBA accredited and highly experienced partnership broker who has been working in international and domestic community development for twenty years. She is currently the Programs and Partnerships Manager for the Institute of Human Security and Social Change at La Trobe University. She also undertakes advisory partnership work in other international and domestic partnerships across a range of sectors. Yeshe has conducted partnering skills training in Timor-Leste, Indonesia, Bangladesh, Nepal, Papua New Guinea, Fiji and Australia, and has brokered partnerships in more than ten countries. She has a particular interest in the intersections of race and culture in the development and management of effective partnerships.

"The course bestows a level of confidence that I will take back into my work place...it's as much about a personal journey as it is about building on a skill set."

Kye Taylor, Cardno (Melbourne, May 2018)

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.

Application and fees

The fee for the training is **AUD 2,450.00** excluding GST (total \$2,695.00 including GST). 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 Melbourne, October 2019 application at www.bit.ly/PBAtraining, complete it and submit to training@partnershipbrokers.org

Our Melbourne-based courses generally fill well before the commencement date, so please submit your application promptly to avoid disappointment.

To foster diversity in the programme, a maximum of 4 participants from the same organisation are permitted to join.

For more information please contact training@partnershipbrokers.org

"I have enjoyed a number of wonderful professional development opportunities throughout my career, but the Partnership Brokers Training is certainly at the top of that list! I believe the content, expert instruction, and inspiring colleagues form a magical product that is second to none!" Course graduate (Public Sector, Canada)

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). **PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration.**

"This course provides great insight into the art and science of brokering partnerships. The skills I have gained and honed during this course will be of great value, even beyond my brokering role.." Course graduate (Melbourne, May 2018)

The venue

University College at the University of Melbourne, Parkville. The course is non-residential and will be conducted at University College, which is adjacent to the University of Melbourne - College Crescent, in Parkville.



It is easy to get to by tram from the city centre, and good parking is available. The College is surrounded by beautiful gardens and its internal courtyards and purpose-built conference and academic centre provide a quiet, engaging and secure environment for discussion and learning.

Address:

University College 40 College Crescent,
Parkville, Victoria 3052, Australia

Visit: www.unicol.unimelb.edu.au



Enquiries and applications to training@partnershipbrokers.org

Visit www.partnershipbrokers.org and tweet about your partnership brokering experiences [@PBA_Brokers](https://twitter.com/PBA_Brokers)