

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

**PBA's Partnership Brokers Training,
delivered in partnership with Trust Consultancy**

11 - 14 November 2019, Istanbul, Turkey

There is a growing demand in Asia and Europe 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 government, business, not for profit, environment and welfare sectors, humanitarian sectors working on disaster, human trafficking and other such issues.

Increasingly, agencies are seeking to work together across organizations, sectors, geographical regions to address complex social and development problems. However, partnering, whether across sectors and geographical divides, or among units of the same organization, is fraught with challenges.

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. It seeks to evolve frameworks from practice and builds on experiences of partnership brokering in diverse contexts and different models of partnership.

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** (PBT) 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.

"This is a must-do training for anybody who manages multi-stakeholder partnerships. The methods and framework will guide the individual to be effective and help in dealing with uncertainty."

"Great skills training to help you learn to build and nurture partnerships."

Course graduates, Kathmandu 2018

What does this training involve?

The Partnership Brokers Training is a **4-day skills training and professional development** course which includes:

- A strong **theoretical framework** that supports the development of robust, efficient and innovative partnerships, consortia & coalitions
- Sharpening **essential skills** in: scoping, resource-mapping, facilitation, partnering negotiation, relationship management, reaching agreement and reviewing
- Sharing **innovative tools and approaches** that will build and maintain strong partnerships and will assist partners in challenging and changing systems to become more partnership-friendly
- Exploring common **partnering challenge**

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
- **Consideration** of the issue of **leadership** in a collaborative model

Who should attend and criteria for acceptance

This course is for active partnership practitioners involved in the management and development of multi-stakeholder partnerships at the national, regional and international levels 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.

Further training opportunities

Participants who complete the Partnership Brokers Training will become alumni of the Partnership Brokers Association 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.

Training Team



BULBUL BAKSI - has over twenty years of experience in the social development sector, working with grass roots NGOs as well as government ministries and bilateral aid and international cooperation organisations. She has supported public-private partnerships and helped government agencies manage change processes. Bulbul's partnership brokering experience in the last few years has focused on: helping to build multi-stakeholder partnership platforms, supporting networks and alliances to scope their roles and build appropriate governance mechanisms, and brokering difficult partner conversations, collaboration agreements and arrangements. Bulbul has also provided advice on embedding partnering approaches in organisations along with strengthening capacities through training, mentoring and coaching. She is an Authorised Practitioner Trainer and Mentor for the Partnership Brokers Association.



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.

"The variety and diversity of learning approaches has been a real highlight of the course, and meant that I was also able to interact with almost all the course participants over the four days - and it was fun!"

Course graduate, Canberra 2013

About us

Partnership Brokers Association (PBA) is the international professional body for those managing and developing collaboration processes. PBA's primary aims are to:

- Challenge and change poor partnering practices so that multi-stakeholder collaboration can become truly transformational
- Ensure those operating in partnership brokering roles are skilled, principled and work to the highest standards
- Promote the critical importance of partnering process management to decision-makers in all sectors

Trust Consultancy and Development (Trust) is an independent consultancy, evaluation and research organization based in Gaziantep, Turkey, specializing in needs assessment, third party monitoring (TPM), evaluation, research and translation services (Arabic, English and Turkish) in both the humanitarian and development domains. In addition, Trust has a capacity development department that provides training in Syria, Turkey, Iraq and beyond. Through these services, Trust contributes to the successful implementation of humanitarian and development projects and improving the quality of responses.

Trust draws upon its extensive network of field researchers in Syria, Turkey and Iraq and national and international experts who have spent significant time in Syria and in the MENA region to provide expert, top-quality consultancy and training services. Trust's clients include international and local NGOs, businesses, donors and third parties with vested interests in different aspects of humanitarian action. Trust's work addresses the growing demand for third party M & E services in light of the intensified humanitarian response to the escalating civilian suffering in Syria and other parts of the MENA region. Some of the Trust's clients are GIZ, Expertise France, Global Communities, Save the Children, Mercy Corps, Relief International, Norwegian Church Aid, UNDP, ILO, IOM and many others.

Graduates come from business, government, international agencies and non-profit organisations: Africa Development Bank, Aga Khan Foundation, Australian DFAT, BRAC (Bangladesh), GIZ (India), BBC Media Action (Bangladesh), ICIMOD (Nepal), Business Community Foundation (India), the CDAC Network, Consortium for British Humanitarian Agencies, CARE, DfID, GAIN, Humanitarian Futures Programme, International Finance Corporation (IFC), Marie Stopes International, Micronutrient Initiative, Microsoft, Nabard Bank (India), Nike, Oxfam, the Palladium Group, Plan International, PWC, Red Cross, Rio Tinto, Save the Children, Shell International, UNDP, UNICEF, UNHCR, USAID, WHO, WWF, World Vision.

Application and fees

The fee for the training is **USD \$1,200**. The fee 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 Istanbul application form at: www.bit.ly/PBAtraining
Complete and submit to training@trustconsultancy.org

Visas

Visa support will be provided to successful applicants for Partnership Brokers Training. Applicants will be notified of any costs, in addition to the training fees, when they are accepted into the course.

For more information please contact: training@trustconsultancy.org

"The training provided me with tools and approaches that I can test, learn and embed in my work. Some sessions were transformational"

Course graduate, Beirut 2019

"Training had profound impact on my outlook towards partnership management. In today's multi-dimensional challenges of environment and development, it is obvious that we have to gear up for collaborative partnerships. I am trying to apply learning from the training in the Kailash Transboundary Landscape Programme with a level of confidence in the expected results."

Swapnil A. Chaudhari, Programme Officer, ICIMOD, Nepal



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www.partnershipbrokers.org



This training is run in association with:

