

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

3 - 6 November 2020, Wellington, New Zealand

Nau mai Haere mai

Multi-stakeholder partnerships are multiplying in New Zealand. Communities, NGOs, government agencies and business, are building a common interest in partnering to achieve more co-created, enduring results. Yet partnering is easier said than done and many partnerships fall short of expectations. Those who make partnerships happen are key to partnering success. This programme is for them. It builds their knowledge, skills, tools and insights.

In November 2020 this unique and highly sought-after global programme is being run in Wellington. It provides those working in partnerships with in- depth development on **how to partner effectively**. You'll leave with:

- **Tools, techniques and skills for brokering partnerships that get results**
- **Enhanced confidence and competence** as partnership practitioners
- **A framework and knowledge** for robust, efficient and innovative partnerships
- **Knowing common principles**, barriers and enablers of multi stakeholder collaborations
- **Ways to overcome common partnership brokering challenges** (both for those working internally and independently)
- **Personal and professional insights** into the roles, skills and competencies needed in building successful collaborations
- **Membership of a global professional association** of partnership brokers offering support, research, networks and further development opportunities.

The course can be used in two ways: one as individual or team professional development, and two, as real-time partnership building. When partners from different organisations attend together, they build a common language and framework while developing strategies for the design, management and review of their partnership.

On this intensive programme you'll be part of a diverse group from business, government, philanthropy, education, community and voluntary sectors. The group will be limited to 24 participants with two facilitators in order to maximise potential for exchange and personal attention to individuals.

"My awareness and understanding of partnership brokering has grown immensely... I feel more confident now and I'm looking forward to working with partners...the innovative approaches to problem solving will be invaluable." - Course graduate, Māori NGO, 2015

Training Team



BELINDA GORMAN - is an experienced partnering practitioner, committed to enabling more effective collaboration within and across organisations, sectors and disciplines. Belinda has 20 years of local and international experience working with socially driven organisations in government, corporate and non-profit sectors – in areas such as digital inclusion, water and sanitation, child wellbeing and protection. Today as an independent partnering specialist, Belinda works with organisation leaders to identify opportunities to achieve their strategic objectives through collaborative approaches. Belinda also coaches individuals and partnership teams to scope, design, implement and review their partnerships. Belinda is a PBA Accredited Partnership Broker, Authorised Practitioner Trainer and Mentor.



TRISH HALL - Trish has deep and wide experience as a facilitator of partnering, strategic thinking and change. She is co-owner of Thought Partners, offering boutique organisational development services and has governance roles in NGOs. She has brokered partnerships in NZ; Australia and the Pacific. As an external broker, Trish assists partners to scope, establish, build capability, 'health check' and navigate critical milestones. Recently she has: supported partnerships between a corporate and iwi; assisted several NGOs to seed partnerships; built partnering capability in central government. She has supported innovative partnerships for an Australian iNGO with business and the media. She has designed and facilitated many dialogues and collaborations on critical aspects of climate change; systems change in housing, and in disability organisations. Trish has mentored 31 global candidates in their learning process for accreditation through the Partnership Brokers Association (PBA). She chairs PBA's global community of practice for mentors, is one of the examiners in PBA's accreditation process, and is an Authorised Practitioner Trainer with PBA.

Graduates come from business, government, international agencies and non-profit organisations: ANZ, Auckland UniServices, NZ Ministry of Foreign Affairs and Trade, BP, Auckland Council, CARE International, Southern Cross Health, Collaboration Bay of Plenty, Department of Conservation, ECAN, Engineers Without Borders, JR McKenzie Trust, Landcare Research, Marie Stopes International, Microsoft, Ministry of Primary Industries, National Australia Bank, Nike, Oxfam, Rata Foundation, Rio Tinto, Save the Children, Sea Alarm Foundation, Shell International, Start Network, SustainAbility, Taki Rua Production, Tamaki Healthy Families Alliance, Te Pou, Te Puni Kokiri, UNDP, UNICEF, Unilever, Melbourne & Auckland Universities, WEF, World Vision, WWF, Z Energy.

Who should attend and criteria for acceptance

This training is for **active practitioners** involved in the management and development of multi-stakeholder partnerships and is not an introductory course. Participants will have experience working to build **effective and innovative collaboration** between two or more partners. Past graduates have come from business, government, international agencies and non-profits working in diverse spheres.

Admission to the course is by application.

Participants who attend all sessions will be awarded a **Partnership Brokers' Association certificate** entitling them to become alumni of the Association and to apply for further training opportunities.

Partnership Brokers Association

Partnership Brokers Association (PBA) was established in 2003, and is the international professional body and training resource for those managing and developing partnership processes. PBA's training work is informed and regularly updated in consultation with international practitioners.

PBA is dedicated to promoting professionalism and integrity in brokering multi-stakeholder partnership for sustainable change and impact by:

- **Elevating** partnering knowledge and practise so that collaborations can become truly transformational
- **Supporting** partnership brokers to take a principled and skilled approach to reach the highest standards of partnership excellence
- **Promoting** the critical importance of the partnership process for decision makers in all sectors to achieve ambitious results
- **Helping** identify partnership opportunities and challenges to support more expansive and effective outcomes

"The course gave me the skills, tools and frameworks to become a more confident, selective and insightful partnership broker. Thank you for such great facilitation and support"

- Raquel Barbiellini, Auckland Council

"A very practical and extremely useful course to support your partnering outcomes"

- Luella Linaker, The Southern Initiative

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).

Application and fees

The fee for the training is **NZD 2,500.00 plus 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: Complete the online application at: www.bit.ly/PBTWellington2020

Enquiries: Belinda Gorman at belinda@co-lab.nz

Discount of NZD 300.00 for: early birds; and voluntary and community groups. The early bird discount applies **if** accepted **and** invoice is paid by the **9 September 2020 deadline**. The same discount is available for multiple bookings from one organisation or from one partnership. A maximum of four participants from the same organisation are allowed so diversity in the programme is ensured.

Community and Voluntary Organisations Subsidy: A subsidy is available for up to nine community and voluntary organisations. The **Working Together More Fund** (WTMF) has made this possible. WTMF may pay up to NZD 1,000.00 subsidy to Wellington-based organisations and up to NZD 1,500.00 subsidy for those organisational representatives who need to travel and pay for accommodation in Wellington. Organisations will need to cover the remainder of the fee plus GST. WTMF may pay a full subsidy for small organisations that fall into Charities Services Reporting Tier 4.

You do not need to apply directly to the Fund for the subsidy - simply answer the questions in **Section 9** of our application form. Those needing a subsidy to enable them to attend, are encouraged to apply as soon as possible.

The Venue

Te Wāhanga Atawhai Mercy
Conference Centre
15 Guildford Terrace
Thorndon, Wellington 6011

The venue is walking distance
from the Parliament Buildings &
Wellington Railway Station

Google Maps Ref:
bit.ly/PBTWellingtonMap

Feedback from participants:

"It's made me reevaluate what it truly means to be in partnership. The course has led me to understand the pure benefits of partnership as well as understanding the many difficulties that go alongside working towards and being within a partnership. I've learnt where my strengths lie but also note areas I can improve."

"I have been hugely impacted by this course. The ability to be able to step back and look at all our external partnerships and consider how we can make more impact with each of them has been timely. It has also provided me with a framework to be able to look at new partnerships as well."



Enquiries & applications to: belinda@co-lab.nz

www.partnershipbrokers.org

