

# Partnership Brokers Training Sydney 2023

23-24 & 27-28 February

## Join us for Partnership Brokers Training



Multistakeholder and cross-sectoral partnerships are multiplying, but how do we support those guiding and leading partnerships to achieve the “more than the sum of the parts” results we are all seeking?

Drawing on global experience and designed to appeal to **all types of learners** from diverse sectors, this course balances conceptual and practical learning. It creates a safe space to support personal and professional development and is designed specifically for those involved

## This course provides

- A framework for creating robust, efficient and impactful partnerships
- A focus on critical partnership principles, to drive values-based partnerships for stronger results
- Unique, fit for purpose tools and techniques for brokering partnerships that get results
- Enhanced confidence and competence as a partnership practitioner
- Strategies to overcome common and complex partnership challenges
- Personal and professional insights that build competencies to support successful partnerships
- Access to a vibrant global network of over 4,000 alumni and an opportunity to join as a professional member of the Association.

in the challenging work of **brokering and supporting partnerships throughout the project cycle to deliver results and impact.**

Lead by highly experienced Authorised Practitioner Trainers from the Partnership Brokers Association, this **globally sought after training** offers an important opportunity for partnership practitioners to hone their skills with a diverse group of participants from business, non-profit, community, government, education and philanthropy.

The course can also be used for **real-time partnership building** when partners attend the course together and leverage the lessons to guide partnership strategy, management or review.

Successful completion of this course allows the graduate to progress to the Partnership Brokers Accreditation pathway and/or Advanced Skills program.

“ Wonderful, insightful, highly applicable training which immerses you in key skills and concepts of partnership brokering, and provides space for critical learning and reflection. Fantastic and highly recommended!”

Course graduate  
Melbourne, Oct 2019



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[www.partnershipbrokers.org](http://www.partnershipbrokers.org)



# Do you manage diverse groups & partnerships?

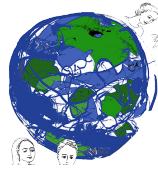
## Who should attend this course?



This training is for active practitioners involved in 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.**

## Further Training Opportunities



Participants who successfully complete the training will be awarded a Partnership Brokers Association certificate and access to a global professional alumni of over 4,000 graduates. PBA alumni may apply for **Advanced Practice** training, including a mentored program leading to professional qualifications as an **Accredited Partnership Broker**.

## Worldwide Training

All training dates and locations worldwide:

[www.bit.ly/PBAtraining](http://www.bit.ly/PBAtraining)

## Partnership Brokers Association



The Partnership Brokers Association, established in 2003, 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 practice 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 partnering process for decision makers in all sectors to achieve ambitious results

“ 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  
Canada

## ENQUIRIES

Please contact:

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

## INDICATIVE TIMETABLE

[www.bit.ly/PBTTimetable](http://www.bit.ly/PBTTimetable)



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### Trainers

*Our Training Team members are Accredited Partnership Brokers and PBA Authorised Trainers, and are drawn from the most experienced and respected Partnership Brokers in the world. Practitioners first and Trainers second, they have extensive current brokering experience informing their training.*



**YESHE SMITH** is a highly experienced partnership broker and partnering skills trainer. Her partnering practice developed from over 20 years working in international development, scoping, designing and managing cross-sectoral partnerships for social change across private sector, NGOs, government, community and faith-based organisations, health, education, and research partnerships. Yeshe has specialised in pacific work for over twenty years, and has a particular interest in navigating race and culture in the partnering environment. She now works as an independent partnership broker and trainer with a portfolio of partnership work including ongoing international work in Asia and the Pacific, and a wide range of Australian partnership work in government, health, education and the community sector.



**JULIE MUNDY** is an Accredited Partnership Broker, Associate, Trainer and Mentor with the Partnership Brokers Association and was previously, Lead: Training, Governance and Regional Portfolios. She is one of PBA's most experienced trainers and partnership brokers/specialists. Julie has worked in Australia and internationally across Asia, the Pacific and Africa for over 25 years, in project and organisational design, management, strategy, leadership and governance. She advises multi-stakeholder partnerships across a wide range of sectors, including climate change, health, governance, education, infrastructure, research 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, with a current focus on systems thinking to embed 'business unusual' to achieve sustainable change.

### Application & Fees

The fee for the training is AUD \$2,700.00 excluding GST (total \$2,970.00 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.

Apply for the Sydney course at: [www.bit.ly/PBAttraining](http://www.bit.ly/PBAttraining)

To foster diversity, there is a maximum of four participants from the same organisation allowed to join any one course.

#### 2023 SYDNEY DATES

23-24 & 27-28 February

#### VENUE

Australian Catholic University

Level 12

Tenison Woods House

8-20 Napier St

North Sydney

#### APPLY

[www.bit.ly/PBAttraining](http://www.bit.ly/PBAttraining)

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