

# Partnership Brokers Training for Humanitarians

Geneva | 8 - 11 Nov 2022

## 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

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.

## 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.

“ A really helpful course to build your approach to partnering beyond simple, traditional models towards more sustained, co-creation that meets the demands of your organisation and the needs of those you work with ”

Course graduate  
Geneva, Oct 2018



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## About this course

We are pleased to offer this unique course which has been designed specifically for those working in the **humanitarian sector**.

Humanitarian emergencies urgently need more effective and efficient management of multi-stakeholder and multi-sectoral collaborations.

The Partnership Brokers Association and Impact17 are well recognised as **leading organisations for promoting and supporting partnering for a better world**.



They have come together to co-host this unique, highly sought-after and intensive humanitarian partnership training course for the first time in Geneva, the world's humanitarian capital.

The course provides people working in and on humanitarian partnerships with **frameworks, insights, techniques and skills** that are essential competencies for fulfilling organisations' humanitarian mandates.

The course will enable participants to model **collaborative leadership in the humanitarian sector**, and to foster such leadership in the partners they collaborate with.

## Worldwide Training

All training dates and locations worldwide:  
[www.bit.ly/PBAttraining](http://www.bit.ly/PBAttraining)

## 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**.

 **PARTNERSHIP**  
BROKERS ASSOCIATION  
LEARNING • TRAINING • TRANSFORMING  
[www.partnershipbrokers.org](http://www.partnershipbrokers.org)

“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

## 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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Co-hosted by Impact 17



**Impact17** will be hosting this special training for humanitarians in Geneva. Impact17 promotes and supports **partnering for a better world**. It continually maps multisector partnerships to better understand trends and opportunities, and provides partnership experts and practitioners with a platform where they can share their partnership perspectives and calls to action within their network.

Impact17 creates, evaluates, facilitates and provides tools for partnerships that aim to improve humanitarian preparedness and responses to achieve the Sustainable Development Goals.



The CEO of Impact17, Andy Andrea, has more than 25 years of experience in humanitarian collaboration, sustainable development, and armed conflict mediation. He has worked for NGOs, the United Nations and the World Economic Forum.

He now runs organisations promoting and supporting multi-sector humanitarian and development partnerships, and is an alumnus of the Partnership Brokers Association. Andy is also accredited with the International Association of Facilitators.

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



LEARNING • TRAINING • TRANSFORMING

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

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## Training Team

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.

## Application & Fees

The fee for the training is **GBP £1,450 or CHF 1,800**. This includes tuition costs, background reading materials and copies of all the training materials. 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.

Our courses generally fill well before the commencement date, so please submit your application promptly to avoid disappointment. To foster diversity, there is a maximum of four participants from the same organisation allowed to join any one course.

### VENUE



We are very grateful for the support of the EU Business School:

EU Business School  
Rue Kléberg 6  
1201 Geneva  
Switzerland  
T +41 22 779 26 71  
[www.euruni.edu](http://www.euruni.edu)

### APPLY

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

### ENQUIRIES

Please contact:

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

Apply for all 2022 courses at:

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

