

# Partnerships Brokers Training

Melbourne | 9 - 12 October 2023



“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 recommend.”

Course graduate  
October 2019

“The course provided me with a sense of a deep and connected professional practice which on an individual level was and will be rewarding, and at an organisational will impact and shape the work of my organisation.”

Course graduate  
March 2022

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

## This course provides

- A framework for creating robust, efficient and impactful partnerships
- Strategies to overcome common and complex partnership challenges
- Unique, fit for purpose tools and techniques for brokering partnerships that get results
- Enhanced confidence and competence as a partnership practitioner
- A focus on critical partnership principles, to drive values-based partnerships for stronger results
- 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.

of brokering and supporting partnerships throughout the project cycle to deliver results and impact.

Led by highly experienced Authorised Practitioner Trainers from **the Partnership Brokers Association (PBA)**, 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 the Advanced Practice program.



**PARTNERSHIP**  
BROKERS ASSOCIATION

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

# Do you manage diverse groups & partnerships?

“Before attending the course, I had a rough understanding of what a partnership should look like and what might be important in supporting them. This course, however, opened my eyes to the many layers of a partnership and the various facets of brokering them. It was the first time I got to know a principle-based, elaborated approach to partnerships. The learning will undoubtedly be helpful in my future work.”

Course graduate  
July 2021

## TIME INVESTMENT

This course runs over 4 full days and attendance at each session is required in order to receive your certificate.

## ENQUIRIES

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



## Who should attend this course?

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



Admission to the course is by application.

## Further Opportunities

Participants who successfully complete the training will be awarded a Partnership Brokers Association certificate and granted access to a global network of over 4,000 professional alumni. PBA alumni are eligible to apply for **Advanced Practice** training, and the globally-recognized and mentored program leading to a professional qualification as an **Accredited Partnership Broker**.

## 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



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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.*



**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, and a current focus on systems thinking to embed 'business unusual' to achieve sustainable change.



**KATE HAYES** is a highly experienced partnerships, organisational design and strategy specialist. She has over twenty-five years of senior level experience working across the public, private, and community sectors in Australia and in international development across Asia and the Pacific. Her core work, motivated by reconciliation in Australia and the ambition of the sustainable development goals (SDGs) more broadly, is strategic and facilitative – seeding and facilitating partnerships and strategy across ideas, sectors, agencies, and communities. Kate is at her best serving multi stakeholder, cross sectoral partnerships grappling with complex issues. She works both independently and with the Partnership Brokers Association (PBA). Kate serves on the PBA Strategic Team and as Lead for their Global Training Portfolio and is both a PBA Authorised Practitioner Trainer and Accredited Partnership Broker.



**YESHE SMITH** has worked in community development for over 20 years. She is currently the Programs and Partnerships Manager for the Institute of Human Security and Social Change, at La Trobe University and also undertakes advisory partnership work in other partnerships across a range of sectors. She 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. Yeshe has a particular interest in the intersections of race and culture in the management of effective partnerships.

## 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.

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



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

### Worldwide Training

Information on all of our training options:

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

