



Partnership Brokers Training

Wellington, 2–5 November 2021



in association with



Nau mai, Haere mai

As a society we are facing issues that are increasingly complex, inter-connected, and unpredictable. The current global pandemic, climate change and social inequality are a few examples.

When individual organisations act alone to tackle such issues, success is rare. There is growing evidence however, that when organisations work together under the right conditions, they can achieve breakthroughs. Effective partnerships draw on diverse expertise, competencies and resources in ways that can together achieve better outcomes.

Partnerships are multiplying in New Zealand. Communities, non-profit organisations, Iwi, 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. The Partnership Brokers Training programme is for them. This unique and highly sought-after global programme provides those working in partnerships with in-depth development on how to partner effectively.



BENEFITS FOR PARTICIPANTS

You will leave with:

- Tools, techniques & skills for brokering partnerships that get results
- Enhanced confidence & competence as partnership practitioners
- A framework and knowledge for robust, efficient and innovative partnerships
- Knowing common principles, barriers and enablers of partnerships
- 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:

as individual or team professional development, and secondly 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 will be part of a diverse group from business, Iwi, government, philanthropy, community and voluntary sectors. The group will be limited to 24 participants with two facilitators and a resource person in order to maximise potential for exchange and personal attention.

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“My awareness and understanding of partnership brokering have 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.”

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“It's made me re-evaluate 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.”

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

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“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.”

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“A very practical and extremely useful course to support your partnering outcomes.”

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TRAINING TEAM

BELINDA GORMAN



Belinda is Director of Collaborate. She specialises in helping organisations achieve their goals through collaborative approaches. She has worked as a collaboration and partnering practitioner for the last 15 years, with organisations across public, private and NGO sectors in New Zealand and internationally, including MFAT, Microsoft, UNICEF. Belinda has significant experience working on complex issues and in complex contexts. She knows first-hand the opportunities and challenges that working across organisation and sector boundaries presents, and the mindsets, skills and competencies required to navigate these effectively. Belinda has a Master of Development Studies from Victoria University of Wellington, and 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 & 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.

REBECCA MASON



Ngāti Kuia, Ngāti Koata, Ngāti Toa me Ngāi Tahu.

From leading international partnerships to facilitating multi-stakeholder meetings and representing Iwi Rebecca is known for leading change and bringing people together across cultures and industries to create enduring solutions. She is currently the Tumukaki (Principal) of Meihana Consulting which is centred around Iwi Māori partnerships and engagement, indigenous strategy, and organisational development. Rebecca has experience as both an internal and independent partnership broker. She has supported and worked with organisations in both the private and public sectors including the British High Commission NZ, Emergency Management Groups, GlaxoSmithKline Europe, the Innovative Medicines Initiative and Iwi. Rebecca holds several governance roles, is a Chartered Accountant and a PBA Accredited Partnership Broker.



SOME PARTICIPATING ORGANISATIONS

Graduates come from business, government, international agencies Iwi, community and non-profit organisations:





WHO WOULD BENEFIT

This training is for active practitioners involved in the management and development of 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, Iwi, 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.

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.

FOUR TO THREE

Early bird discount for applications received by 10 September 2021:

- **Non-profit \$2,200 (ex-GST)**
- **Government \$2,650 (ex-GST)**
- **Business \$2,950 (ex-GST)**

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.

Applications received after 10 September 2021:

- **Non-profit \$2,200 (ex-GST)**
- **Government \$2,950 (ex-GST)**
- **Business \$3,250 (ex-GST)**

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.

COMMUNITY ORGANISATION SUBSIDY

A subsidy is available for community organisations, from the Working Together More Fund (WTMF). You do not need to apply directly to WTMF for the subsidy – simply answer the questions in Section 9 of our application form. There are a limited number of subsidies available, so those needing a subsidy to enable them to attend, are encouraged to apply as soon as possible.

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

www.partnershipbrokers.org



HOW TO APPLY

To apply complete the online application at:

<https://forms.gle/GrmSURM559zKAaZ7A>

If you have any questions please contact belinda@co-lab.nz
trish@thoughtpartners.co.nz

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.

Nāku te rourou, nāu te rourou, ka ora ai te iwi

With your basket and my basket the people will thrive