This 5-day course takes partnership brokering insights and skills to the next level. It is designed to build further confidence and competence by:

- Tackling concerns and issues in an effective and transformational way
- Facilitating open (and sometimes difficult) conversations
- Strengthening individual and organisational partnering capacity

Training concept and approach

A basic assumption of the course and, in our view, central to the professional discipline of partnership brokering, is that those operating as partnership brokers need to embody a number of key partnering principles in the way they undertake the role. These include being equitable and transparent, as well as being willing to challenge assumptions, and habitual or unhelpful behaviours.

How can partnership brokers best model such principles and also encourage those they work with to adopt such principles themselves?

A range of sources are referenced in this course including Paolo Freire, Malcolm Knowles, Otto Scharmer and Wilfred Bion. We also consider the value of concepts such as Complexity Theory to enable partnership brokers to know why and when to ‘hold space’ for partners so that solutions can emerge when the time is right.
As with all our flagship Partnership Brokers Training course, we build on the evidence and experience from the own on-going partnership brokering work of our trainers and other Associates operating in diverse contexts and with different models of partnership.

The course also requires participants to co-work to undertake the detailed planning and delivery of practice sessions and to deepen their capacity to observe, listen, build on feedback and become more adept at responding to the question ‘What is needed now?’ – especially where this may mean challenging partners to bring about necessary change.

The course offers the opportunity for participants to:

- Explore a number of theoretical frameworks that underpin partnership brokering approaches
- Frame interventions in the context of an action learning model
- Consider some key issues in managing group processes
- Deepen skills as facilitator-trainers *
- Strengthen capacity to co-work effectively
- Work on themselves in terms of being ‘alert, prepared and ready’ to meet a range of partnership brokering challenges

*This course is a pre-requisite for anyone interested in becoming an authorised PBA Trainer, Associate or Mentor.

Trainers

HELGA VAN KAMPEN - Helga is a partnership specialist working independently since 2011. She supports complex global partnerships in developing, managing, reviewing and moving on processes. Helga has worked with a wide variety of organisations from all sectors. As a cultural anthropologist she is interested in and focuses on complex global issues. She strongly feels that joint effort is needed to address these issues. Helga supports professionals in the HOW of collaboration. She supports organisations to develop and strengthen their partnership skills, strategy and steering mechanisms to maximise impact. Helga also leads research on how to best maximise and capitalise on the added value of collaboration.

ROS TENNYSON - Between 1992 and 2011 Ros led the cutting edge partnership work of the International Business Leaders Forum. During that time, she co-created both the Partnering Initiative and the Partnership Brokers Project. A prolific author and widely recognised trainer, advisor and thought leader in this field, she has worked for a range of agencies and in many locations across the globe. Since 2012, Ros has also been Director of Strategy and New Initiatives for the Partnership Brokers Association.
Participant profile
Candidates must have completed the 4-day Partnership Brokers Training and bring:

- Enthusiasm for building partnership brokering skills and professional development
- Experience of working as a partnership broker in either an internal or external capacity
- Some experience of working with groups
- Interest in deepening understanding of adult learning approaches, participatory training methods, working with multi-stakeholder perspectives and collaboration for change processes
- Commitment to helping organisations / groups / partnerships realise their collaborative potential

Course fee
The course fee is EUR 1,800 (Euro; VAT not applicable). This includes training fee, course materials and refreshments. The course fee does not cover travel costs, accommodation, lunch or other meals.

Applications
If you would like to discuss the suitability of this course for your professional development needs before deciding to apply, please get in touch by emailing local course trainer Helga van Kampen at hvkampen@xs4all.nl.

If you are ready to apply, please register online. The course is limited in size to ensure a high level of individual attention and opportunity for practicing partnership brokering skills, so early application is advised.

Venue
Amsterdam Science Park, a vibrant university campus area easy to reach from Central Station.
Science park 201 | 1098 XH | Amsterdam
www.cafe-restaurantpolder.nl/

“The theoretical concepts were totally new to me and have opened the door to structured knowledge and appreciation... in my future partnership brokering work I will now know why I do every single thing. The door is also open for me to develop and improve this structured knowledge of the partnership brokering concepts along very clear paths.” - Course graduate

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