

Certificate in Brokering Partnerships Remotely



Should I complete a *Certificate in Brokering Partnerships Remotely*?

This course is for partnership practitioners with responsibility for mobilising and managing partnerships in scenarios where the partners work across time zones and geographical boundaries, or rarely meet face to face. With current Covid19 physical isolation requirements, the ability to manage partnerships remotely has become critical for most partnership practitioners. If you would like to turn your remote partnering challenge into a creative opportunity and exploration, this course will provide insight, knowledge, practical advice and a community of support. There are no pre-requisites for this course apart from having experience of working in partnerships that meet at least some of the time online.

Can I complete a *Certificate in Brokering Remote Partnerships* as well as the 4-day face-to-face *Partnership Brokers Training*?

Yes, these courses complement each other.

Can I complete *Partnership Brokers Training* online?

No, Partnership Brokers Training is only conducted face-to-face with a cohort of other partnership brokers.

What will I learn during the *Certificate in Brokering Remote Partnerships* that is not covered in the four day face-to-face *Partnership Brokers Training*?

The course offers a unique opportunity to explore how those brokering remote partnerships can:

- Turn remoteness from a challenge into a driver of more effective partnering through experimentation of new online approaches and tools.
- Experience practice partnership groups where feedback can be given and received on new approaches.
- Be exposed to new technologies to discover ways of blending online and offline contact for maximum impact.
- Work out what are the most effective ways of reviewing and assessing the effectiveness and added value of the partnership
- Evolve remote partnering strategies appropriate to each participant's context and circumstances

Can I do an *Advanced Skills* course or study to become an *Accredited Partnership Broker* if I have completed the *Certificate in Brokering Remote Partnerships*?

No. If you'd like to apply for an Advanced Skills course and/or the Accreditation program, you'll need to complete the four-day, face-to-face Partnership Brokers Training as a prerequisite.

Do you offer introductory courses or short courses?

Our one day introduction is called "Brokering Better Partnerships" (not related to remote partnering). This workshop explores what is meant by the term; the benefits of investing in the skills, tools, approaches and frameworks that partnership brokers and brokering can bring to partnering as a paradigm, and why a focus on process really matters. We are currently adapting this course to be run online.

CONTACT US

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Contact Marta
for a free copy of our
Remote Partnering Workbook

Partnership Brokers Training

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Brokering Better Partnerships

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