



Certificate in Brokering Partnerships Remotely

Europe/ Africa/ Middle East & South Asia

21st October – 18th November 2020

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This course is designed for people who want to develop their skills and confidence in remotely building, managing and optimising multi-stakeholder partnerships and other forms of collaboration. Whether due to Covid-19 lock down/social isolation realities or because partner locations are hard to reach, or for reasons of resource efficiency, remote partnership brokering is rapidly becoming the new normal. In all contexts, remote partnering takes away our ability to relate in person and demands we build energising remote approaches that combine creativity ('art') and rigour ('science'), to foster mutual understanding and shared leadership.

The aims of the course – both for the course team as well as for the course participants – are to:

- **Explore** this new paradigm and create new knowledge from the first-hand experiences of the group
- **Build** our understanding, skills and capacities as partnership practitioners
- **Enable** us to broker partnerships remotely in ways with confidence and courage in a world that needs collaboration more than ever before

It is designed for people who want to develop their skills and confidence in working remotely to broker, build, manage and optimise all forms of multi-stakeholder collaboration and offers a unique opportunity to explore how those brokering remote partnerships can:

- **Build strong working relationships** with partners who may come from different cultures, value systems and / or types of organisation and who only rarely (if ever) meet face to face
- **Build on diversity** – respecting each partner's priorities / needs and valuing what each partner brings
- **Grow partnering / partnership brokering skills** (both their own and their partners) that enable the delivery of strong partnerships and model good partnering practices
- **Evolve remote partnering strategies** appropriate to each participant's context and circumstances
- **Experiment with new tools and approaches** in a safe learning environment
- **Consider how best to work with donor requirements** for due diligence and compliance alongside a more collaborative and less hierarchical model
- **Assess the effectiveness and added value** of remote collaboration – what it is achieving and how, by being challenged, it could achieve more

The course runs over a 5-week period (including one-week orientation / preparation) and involves participants in committing 4-6 hours per week with support provided by a range of inputs including: a course handbook, videos, interactive modules, small group work and webinars.

Certification: Each participant will produce a 'journal' (written, video or visual) that will be reviewed by a qualified partnership broker who has a strong background in remote partnering. Participants who complete the course requirements will be awarded a formal **Certificate** by the **Partnership Brokers Association**¹ – the leading global organisation that provides international vocational training in partnership brokering.

This course is for partnership practitioners with responsibility for mobilising and managing partnerships in scenarios where those involved rarely (if ever) meet face to face. It is not a beginner's course. If you are supporting partnerships remotely, and you feel challenged and / or isolated in this role, this course will provide insight, knowledge, practical advice and a community of support. Cohorts will be small (typically around 30 participants) to ensure attention can be paid to individual needs.

Course fees are as follows²

The all-in price for any participant whether booking and paying for their place individually or being booked and paid for by their employer (whether an INGO, UN agency, corporation, NGO or public sector entity) is **GB£450** which will be payable on line at the time of registration via PayPal.

To apply for the course please follow this link: <https://www.remotepartnering.org/on-line-course/>

¹ www.partnershipbrokers.org

² This course is part of the Remote Partnering Project (www.remotepartnering.org) that was crowd funded between 2016 and 2018 by a number of INGOs including ACT ALLIANCE, BRITISH RED CROSS, CARE, OXFAM, SAVE THE CHILDREN. Funding for the development of new materials and the on-line technology for this course was provided by the British Red Cross for which the Partnership Brokers Association is very grateful.