



## Certificate in Brokering Partnerships Remotely

Europe/ Africa/ ME & South Asia: 3<sup>rd</sup> – 31<sup>st</sup> March 2021

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**This course is designed** for people who want to develop their skills and confidence in working remotely to build, manage and optimise multi-stakeholder partnerships and other forms of collaboration. Whether because of Covid-19 lock down and social isolation, or because partner locations are hard to reach, or resources for travel are scarce, brokering partnerships remotely is rapidly becoming the new normal. Being unable to meet in person requires that we build energising new approaches that are tailored to working at a distance and that combine creativity ('art') and rigour ('science').

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

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

The course will provide you with a **central framework** to focus your efforts in creating effective virtual partnerships. It explores four essential, interconnected elements and considers how each can be applied to remote partnership work:

- **MINDSET:** Ensuring the mental models, cultural attitudes, and clear values are jointly understood and lived.
- **SKILLSET:** Understanding the competencies needed within each partner group to keep the partnership running smoothly.
- **TOOLSET:** Using fit-for-purpose approaches that are co-developed and applied to help the partnership achieve its objectives.
- **LEADERSHIP:** Identifying and supporting skilled and courageous individuals so they can bring out the best in each other, regardless of the challenges of working remotely.

By blending systematic approaches and clear intention with strong values and principles you can work with partners to build effective, resilient and potentially transformative results.

**The course runs over a 5-week period** and involves participants in committing 4-6 hours per week. The course team provides a range of inputs including: a course handbook, videos, interactive modules, setting tasks for small group work and weekly webinars (Wednesdays 9:00 – 10:30AM UK time).

**Certification:** Each participant will produce a 'journal' (written, video and/or visual) that will be reviewed by a qualified partnership broker who has relevant experiences in remote partnering. Participants who complete the course requirements will be awarded a formal **Certificate** by the **Partnership Brokers Association** – the leading global organisation providing vocational training in this field.

**This course is for partnership practitioners** with responsibility for mobilising, brokering or managing partnerships in scenarios where those involved rarely (if ever) meet face to face. 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.

**To register for the course please follow this link:**

<https://www.remotepartnering.org/product/brokering-partnerships-remotely-eu/>

*"This course was very thought-provoking, informative and supportive of my learning and practice in building and managing partnerships. I have saved all the resources knowing I will likely refer to them often in the future, and continually have something to learn from them. It was a rich experience. Thank you."*

*"Covid-19 is the great motivator to try out different things in working remotely – whether with internal colleagues or with external partners"*

*(Quotes from alumni of previous cohorts)*