

# Partnership Brokers Training London 2023

9 - 10 & 13 - 14 March

## Join us for Partnership Brokers Training



Multistakeholder and cross-sectoral partnerships are multiplying, but how do we support those guiding and leading partnerships to achieve the “more than the sum of the parts” results we are all seeking?

Drawing on global experience and designed to appeal to **all types of learners** from diverse sectors, this course balances conceptual and practical learning. It creates a safe space to support personal and professional development and is designed specifically for those involved

## This course provides

- A framework for creating robust, efficient and impactful partnerships
- A focus on critical partnership principles, to drive values-based partnerships for stronger results
- Unique, fit for purpose tools and techniques for brokering partnerships that get results
- Enhanced confidence and competence as a partnership practitioner
- Strategies to overcome common and complex partnership challenges
- Personal and professional insights that build competencies to support successful partnerships
- Access to a vibrant global network of over 4,000 alumni and an opportunity to join as a professional member of the Association.

in the challenging work of **brokering and supporting partnerships throughout the project cycle to deliver results and impact.**

Lead by highly experienced Authorised Practitioner Trainers from the Partnership Brokers Association, this **globally sought after training** offers an important opportunity for partnership practitioners to hone their skills with a diverse group of participants from business, non-profit, community, government, education and philanthropy.

The course can also be used for **real-time partnership building** when partners attend the course together and leverage the lessons to guide partnership strategy, management or review.

Successful completion of this course allows the graduate to progress to the Partnership Brokers Accreditation pathway and/or Advanced Skills program.

“ The course opened my eyes to all the often unspoken but incredibly powerful aspects of partnerships, for example, the emergence of unimagined impact from taking a less controlling approach and being truly inclusive and building on diversity.”

COURSE GRADUATE  
LONDON 2018

“ I have done many professional training courses paid for by former employers... this is the first one I have paid for myself and it was totally worth both the time and the financial investment.”

COURSE GRADUATE &  
INDEPENDENT PARTNERSHIP  
BROKER, LONDON



[www.partnershipbrokers.org](http://www.partnershipbrokers.org)

# Partnership Brokers Training

## Do you manage diverse partnerships & groups?

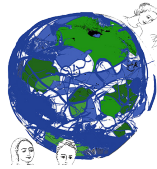
### Who should attend this course?



This training is for active practitioners involved in management and development of multi-stakeholder 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, government, international agencies and non-profits working in diverse spheres.

**Admission to the course is by application.**

### Further Training Opportunities



Participants who successfully complete the training will be awarded a Partnership Brokers Association certificate and access to a global professional alumni of over 4,000 graduates. PBA alumni may apply for **Advanced Practice** training, including a mentored program leading to professional qualifications as an **Accredited Partnership Broker**.

### Worldwide Training

All training dates and locations worldwide:

[www.bit.ly/PBAttraining](http://www.bit.ly/PBAttraining)

### Partnership Brokers Association



The Partnership Brokers Association, established in 2003, 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 practice 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 partnering process for decision makers in all sectors to achieve ambitious results

“ I have enjoyed a number of wonderful professional development opportunities throughout my career, but the Partnership Brokers Training is certainly at the top of that list! I believe the content, expert instruction, and inspiring colleagues form a magical product that is second to none! ”

COURSE GRADUATE  
CANADA

### ENQUIRIES

Please contact:  
[info@partnershipbrokers.org](mailto:info@partnershipbrokers.org)

### INDICATIVE TIMETABLE

[www.bit.ly/PBTTimetable](http://www.bit.ly/PBTTimetable)



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## Training Team

*Our Training Team members are Accredited Partnership Brokers and PBA Authorised Trainers, and are drawn from the most experienced and respected Partnership Brokers in the world. Practitioners first and Trainers second, they have extensive current brokering experience informing their training.*



**CATHERINE RUSS** is an Accredited Partnership Broker and facilitator. She has worked in senior and advisory roles in the humanitarian and development sectors for the Humanitarian Leadership Academy, Save the Children, ELRHA and RedR. Catherine's learning and development work goes back over fifteen years and includes setting up cross-sector collaborative initiatives, strategy development, facilitation and assessment of humanitarian training programs in countries including Sri Lanka, Sudan, Pakistan, Chad and Haiti. She has overseen the development and assessment of trainers and facilitated on numerous training programs. Her Partnership Brokering work has led her to most recently specialising in partnerships and consortia work and supporting groups to develop skills and tools to maximise collaboration. She holds an MSc in Adult Education and Training.



**RACHEL HOUGHTON** - Rachel's collaboration experience spans 24 years, and she has held senior positions in a variety of collaborative initiatives seeking fundamental change in the humanitarian and international development sectors. Rachel's core expertise lies in convening, shaping and brokering global networks, partnerships and consortia. Since 2017, she has worked as an independent consultant with a primary focus on facilitating greater understanding and implementation of effective multi-stakeholder partnerships. This has involved a move into training and capacity building, with an emphasis on equipping a variety of initiatives, from partnerships, networks and consortia to single organisations, with effective partnering skills. She's also experienced in partnership capacity assessment processes, in writing capacity assessment reports and partnership improvement plans, as well as developing bespoke and practical materials for the implementation of strategic partnership functions. Rachel is an Accredited Partnership Broker and is on the pathway to become an Authorised Practitioner Trainer.

## Application & Fees

The fee for the training is **GBP £1,500.00** This includes tuition costs, background reading materials, copies of all the training materials, 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. Please view our **Cancellation** policy.

To foster diversity, there is a maximum of four participants from the same organisation allowed to join any one course.

Apply for this course at:

[www.bit.ly/PBAtraining](http://www.bit.ly/PBAtraining)



[www.partnershipbrokers.org](http://www.partnershipbrokers.org)

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**APPLY**  
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**ENQUIRIES**  
[info@partnershipbrokers.org](mailto:info@partnershipbrokers.org)

**VENUE**  
Friends House  
173-177 Euston Road  
London NW1 2BJ  
[friendshouse.co.uk](http://friendshouse.co.uk)

Friends House is located in central London, directly opposite Euston Station and a short walk from King's Cross and St Pancras International stations.

The nearest London Underground station is **Euston**, which is served by the Northern, Piccadilly and Victoria lines.

**Euston Square Station** is a five-minute walk away and is served by the Metropolitan, Circle and Hammersmith & City lines.

