

# Partnerships Brokers Training

London | 7 – 10 November 2023



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 in the challenging work

of brokering and supporting partnerships throughout the project cycle to deliver results and impact.

Led by highly experienced Authorised Practitioner Trainers from **the Partnership Brokers Association (PBA)**, 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 the Advanced Practice program.

## This course provides

- A framework for creating robust, efficient and impactful partnerships
- Strategies to overcome common and complex partnership challenges
- Unique, fit for purpose tools and techniques for brokering partnerships that get results
- Enhanced confidence and competence as a partnership practitioner
- A focus on critical partnership principles, to drive values-based partnerships for stronger results
- 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.

“Wonderful, insightful, highly applicable training which immerses you in key skills and concepts of partnership brokering and provides space for critical learning and reflection – fantastic and highly recommend.”

Course graduate  
October 2019

“The course provided me with a sense of a deep and connected professional practice which on an individual level was and will be rewarding, and at an organisational will impact and shape the work of my organisation.”

Course graduate  
March 2022



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



**PARTNERSHIP**  
BROKERS ASSOCIATION

# Do you manage diverse groups & partnerships?

“Before attending the course, I had a rough understanding of what a partnership should look like and what might be important in supporting them. This course, however, opened my eyes to the many layers of a partnership and the various facets of brokering them. It was the first time I got to know a principle-based, elaborated approach to partnerships. The learning will undoubtedly be helpful in my future work.”

Course graduate  
July 2021

## TIME INVESTMENT

This course runs over 4 full days and attendance at each session is required in order to receive your certificate.

## ENQUIRIES

[training@partnershipbrokers.org](mailto:training@partnershipbrokers.org)



## Who should attend this course?

This course is designed for active practitioners involved in the management and development of cross sectoral, multi-stakeholder partnerships and is **not** an introductory course. Participants will need to have had some experience working to build effective and innovative collaborations between two or more partners. Past graduates have come from business, the community, government, international development agencies and non-profits working in and across diverse spheres.

Admission to the course is by application.

## Further Opportunities

Participants who successfully complete the training will be awarded a Partnership Brokers Association certificate and granted access to a global network of over 4,000 professional alumni. PBA alumni are eligible to apply for **Advanced Practice** training, and the globally-recognized and mentored program leading to a professional qualification as an **Accredited Partnership Broker**.

## 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 partnerships 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



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2023 London  
7-10 November

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

VENUE  
The Foundry  
17 Oval Way  
London SE11 5RR

The Foundry is located in  
Vauxhall, South London.

The nearest London  
Underground stations are  
Vauxhall and Oval. Vauxhall  
is on the Victoria line and is  
also an overground station  
with direct lines from  
Waterloo Station. Oval is on  
the Northern line. The  
Foundry is a 10 minute walk  
from both stations.

For advice on bus routes and  
parking, visit:  
[aplaceforchange.co.uk/contactus](http://aplaceforchange.co.uk/contactus)

Worldwide Training  
Information on all of our  
training options:  
[www.bit.ly/PBAtraining](http://www.bit.ly/PBAtraining)



## Training Team

Our Training Team members are Accredited Partnership Brokers and PBA Authorised Practitioner 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.



**Lola Gostelow** is an Accredited Partnership Broker and member of the Strategic Team of the Partnership Brokers Association. She is a humanitarian policy analyst with a technical background in nutrition and food security. Her extensive operational, advocacy and research experience spans over 30 years. Lola has a long and strong track-record as a facilitator and a trainer, and has applied these skills in her brokering and humanitarian work. Her support to partnerships has included numerous in-person as well as online trainings for participants from around the world; supporting learning

in organisations wishing to partner better and to be better partners; advising on the governance arrangements of large international collaborations such as the Scaling-Up Nutrition movement, the CDAC Network (Communicating with Disaster-Affected Communities); the Consortium of British Humanitarian Agencies (now Start Network); and humanitarian coordination mechanisms concerned with protection and nutrition. Lola is Chair of the CHS-Alliance. She teaches regularly at the London School of Hygiene and Tropical Medicine and the University of East Anglia.



**Mariana Merelo Lobo** is an Accredited Partnership Broker and Associate of the Partnership Brokers Association (PBA), Mariana is an international humanitarian and development practitioner with specific passion and experience in partnership brokering, collective action & learning, training, facilitation, and foresight based strategic development. Mariana has been working with international humanitarian and development organisations for 20 years, through leading roles in a variety of conflict, humanitarian and sustainable development settings. She is currently brokering various

multi-stakeholder and cross-sector collaborations across the NGO, governmental, private and academia sectors through equitable and effective participatory approaches.

## 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.

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

Enquiries: [training@partnershipbrokers.org](mailto:training@partnershipbrokers.org)

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