

# Partnerships Brokers Training - Online

## 19 September – 19 October 2023

### Sessions 1 - 10

#### SESSIONS

This course includes ten sessions.

#### Sessions 1 – 4

9:00am – 12:00 noon  
UK time

- Session 1 | 19 Sep
- Session 2 | 21 Sep
- Session 3 | 26 Sep
- Session 4 | 28 Sep

#### Sessions 5 – 6

9:00am – 1:00pm  
UK time

Skills in Practice  
sessions

- Session 5 | 3 Oct
- Session 6 | 5 Oct

#### Sessions 7 – 10

9:00am – 12:00 noon  
UK time

- Session 7 | 10 Oct
- Session 8 | 12 Oct
- Session 9 | 17 Oct
- Session 10 | 19 Oct

#### TIME INVESTMENT

Session 5 & 6 will require a **half day** of your time, while all other sessions will require approximately **3 hours**. Please be prepared for this level of time investment.



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.

The course is a blend of approaches, mixing online and off-line content, individual and group work, facilitated and self-managed learning, tapping into your creative and brainy capacities.



#### 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
- Deeper understanding of professional partnership management ('brokering')
- Space for reflection on your partnering experiences

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 course has been richly informed by insights and experiences from PBA's face-to-face Partnership Brokers Training and will continue to evolve from cohort to cohort, by including new thinking and insights as they emerge.

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.

- A safe space for you to experiment and explore new ideas
- 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.



**PARTNERSHIP**  
BROKERS ASSOCIATION

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

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*“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  
June - July 2021

ENQUIRIES  
training@partnershipbrokers.org



This course is 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 Training 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 mentored program leading to 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 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

Application & Fees

The fee for the training is £1,500. This includes tuition costs, background reading materials, copies of all the training material. Your place on the course will be secured only when full payment has been received.

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



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*“I think the facilitators did a wonderful job in making it a safe space for us. We would practice providing constructive feedback from the very beginning to set the tone.”*

Course graduate  
June – July 2021

## 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 15 years and includes setting up cross-sector collaborative initiatives, strategy, facilitation, 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, Rachel 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.



**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.

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