

TRAINING FORMAT

The training takes place over four days in-person where the three modules of the Partnership Brokers Training will be covered.

COMMITMENT

Attendance at each session is required in order to receive your certificate.

VENUE

The Academy Mildura
97 Seventh Street
Mildura, Victoria, Australia



PARTNERSHIP
BROKERS ASSOCIATION

PARTNERSHIP BROKERS TRAINING

Mildura, Australia | 3-6 February 2025

Unlock the transformative potential of partnerships and harness their collective power to drive meaningful impact across sectors and communities. In today's interconnected world, where complex challenges demand innovative solutions, partnerships emerge as indispensable vehicles for driving change. By bringing together diverse stakeholders from business, nonprofit, government, academia, and philanthropy, partnerships foster collaboration to amplify impact in ways that individual actors simply cannot achieve alone.

Led by seasoned Authorised Practitioner Trainers from the Partnership Brokers Association (PBA), the Partnership Brokers Training (PBT) is designed to equip participants with the skills and insights needed to navigate the intricacies of partnership brokering and leadership. Crafted to resonate with learners from all backgrounds and sectors, the training blends theoretical insights with hands-on applications.

The PBT provides a nurturing environment where professionals can hone their skills through peer and scenario-based learning while leveraging insights to reflect upon the partnership cycle to inform their own partnership practice. The training not only equips participants with practical skills but also empowers them to champion a culture of collaboration and partnership within their respective organisations and communities.

Upon successful completion, graduates gain access to advanced pathways such as the Partnership Brokers Accreditation programme and/or the Brokering Certificate in Advanced Practice.

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
- ▶ Personal and professional insights that build competencies to support successful partnerships
- ▶ A focus on critical partnership principles, to drive values-based partnerships for stronger results
- ▶ A safe space for you to experiment and explore new ideas
- ▶ Space for reflection on your partnering experiences
- ▶ Access to a vibrant global network of over 4,000 alumni and an opportunity to join as a professional member of the Association.

Participant Profile

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.



The course met my expectations by enabling me to practice skills, learn new tools and activities, and deepen my understanding and framework for partnership brokering. I am better equipped to explain why partnership isn't just working together, and brokering isn't negotiating alone.

Course Graduate, May 2023



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-recognised and mentored programme leading to a professional qualification as an Accredited Partnership Broker.

Application & Fees

The fee for the training is AUD \$2,700.00 excluding GST (total \$2,970.00 including GST). This includes tuition costs, background reading materials, copies of all the training materials, lunches 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 fill in the application form here: <https://bit.ly/PBTmildura0225>

TRAINING TEAM

Julie Mundy, APB



Julie Mundy has worked in Australia and internationally across Asia, the Pacific and Africa for over 25 years, in project and organisational design, management, strategy, leadership and governance. She advises multi-stakeholder partnerships across a wide range of sectors, including climate change, health, governance, education, infrastructure, research and housing. Her recent brokering focus has been complex partnership agreement negotiations between governments, international corporates, and NGOs, conducting reviews of major cross-sector partnerships, designing and conducting partnership training and capacity building programs for a range of agencies.

Yeshe Smith APB



Yeshe Smith is a highly experienced partnership broker and partnering skills trainer. Her partnering practice developed from over 20 years working in international development, scoping, designing and managing cross-sectoral partnerships. Her portfolio of partnership work includes ongoing international work in Asia and the Pacific, and a wide range of Australian partnership work in government, health, education and the community sector.

GET IN TOUCH

 www.partnershipbrokers.org

 training@partnershipbrokers.org

 @PBA_Brokers

 Partnership Brokers Association

Partnership Brokers Association

Since its inception in 2003, the Partnership Brokers Association (PBA) has served as the leading global authority and training hub for professionals engaged in managing partnership processes. With insights gleaned from international practitioners, PBA continually refines its training initiatives to promote professionalism and integrity in brokering multi-stakeholder partnerships.

Dedicated to elevating partnering knowledge and practice, PBA empowers practitioners to adopt principled and skilled approaches, fostering partnerships that drive sustainable change and impactful outcomes. Through its advocacy efforts, PBA underscores the importance of partnering processes in achieving ambitious results across all sectors.

STRUCTURE OF TRAINING

Day 1 Scoping & Building 9:00 to 17:00

Learn about partnership brokering frameworks, concepts and practical tools to build a solid foundations of understanding.

Day 3 Managing & Maintaining 9:00 to 17:00

Developing ways to manage and maintain momentum, energy and enthusiasm in partnering.

Day 2 Skills in Practice 9:00 to 17:00

Practice and build skills and professional competence in partnership brokering in scenario-based learning.

Day 4 Reviewing & Sustaining Outcomes 9:00 to 17:00

Develop a proactive approach for sustaining partnering outcomes and embed reflective practice into action planning.

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