

## TRAINING FORMAT

This mixed training consists of both online and in-person sessions. This means that you must be able to access Zoom and attend the in-person sessions in Melbourne.

See the schedule below for more information dates/times.

## COMMITMENT

Your personal contribution both online and in-person as a member of the training cohort is important. Full attendance at all sessions is required to receive your certificate.

## VENUE

University College Melbourne,  
40 College Crescent,  
Parkville VIC 3052,  
Australia



**PARTNERSHIP**  
BROKERS ASSOCIATION

# PARTNERSHIP BROKERING

# Certificate in Advanced Practice

Melbourne, AU | Aug-Sept 2024 | Mixed Training

The course is designed for experienced partnership brokering practitioners who have completed the Partnership Brokers Training and want to take their practice to the next level. They are looking for opportunities to discuss their own complex and intractable challenges and work through them with support of theoretical frameworks, peer learning opportunities and honing their own skills and practice. Participants of the course will:

- Engage deeply with and critique theoretical frameworks guiding partnership brokering practice.
- Bring personal challenges to practice sessions, benefiting from peer reflections and feedback to foster peer support and learning among practitioners.
- Investigate emerging issues in partnering discourse, such as addressing power imbalances and collaborative leadership.
- Participate in a collaborative space to innovate and evolve partnership brokering approaches, contributing to the discipline.

Participants are expected to enhance their self-awareness and gain insights. This, combined with a deeper understanding of theoretical foundations and fellow participants' experiences, will enable them to refine their practice and make informed decisions effortlessly.

As with all our flagship Partnership Brokers Training courses, we build on evidence and experience from the ongoing work of PBA partnership brokers, mentors and associates as well as our expanding group of Accredited Partnership Brokers who operate in many different contexts and with different models of collaboration.

The training requires participants to undertake the detailed planning and delivery of practice sessions in pairs. They will have opportunities to observe, listen, build on feedback and become more adept at responding to the question: "What is needed now?" – especially where this may mean pushing partners to bring about necessary change.

# TRAINING APPROACH

The training approach is built on the key principles of partnership brokering. It uses participatory and experiential learning approach, to both reflect on existing practice and build new insights and knowledge that can contribute to the discipline of partnership brokering, moving forwards. The programme aims to foster an open, courageous, and equitable environment for diverse participants and curators to share learning, raise reflective questions, provide feedback, generate new ideas, and potentially transform their practice.

The course draws from diverse sources such as Paolo Freire, Malcom Knowles, Otto Scharmer, and Wilfred Bion as well as PBA's own practice-based frameworks. It includes papers on partnership brokering topics like reflective practice, brokering tools, governance, and leadership, authored by brokers as part of their Accreditation Programme submissions. Additionally, it explores the significance of concepts like Complexity Theory to help brokers understand when to facilitate collaborative problem-solving and manage tensions by 'holding space' with partners.

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The theoretical concepts were totally new to me and have opened the door to structured knowledge and appreciation. In my future partnership brokering work, I will know why I do every single thing. The door is also open for me to develop and improve this structured knowledge of the partnership brokering concepts along very clear paths.

- Course Graduate

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## THIS COURSE PROVIDES:

- ▶ A number of theoretical frameworks that underpin partnership brokering approaches;
- ▶ How to frame interventions in the context of an action learning model;
- ▶ Key issues in managing group processes;
- ▶ The importance of deepening your skills and how to co-work effectively;
- ▶ The importance of working on yourself in terms of being 'alert, prepared and ready' to meet a range of partnership brokering challenges.
- ▶ Eligibility to become a PBA Associate and thus belong to a community of partnership brokering practitioners to learn, share and contribute to the discipline.

## PARTICIPANT PROFILE

To be eligible for this courses, you will need to bring:

- A real curiosity to learn, reflect, explore and challenge your own partnering practice;
- Some experience of working with groups and collaborative processes;
- Commitment to helping organisations, groups and partnerships realise their collaborative potential;
- Experience of working as a partnership broker in either an internal or external capacity;
- Interest in deepening understanding of adult learning approaches, participatory training methods, working with multi-stakeholder perspectives and collaboration for change processes.

# FURTHER OPPORTUNITIES

On completion of the training, participants will receive a Certificate of Completion provided they have attended all sessions. If appropriate, they can avail of a fast track pathway to Accreditation as a Partnership Broker which is a globally recognised professional mentoring programme.

This provides an opportunity to become involved in PBA's development and governance, as well as to participate in Associate Learning Forums and exchanges.

To find out more contact: [training@partnershipbrokers.org](mailto:training@partnershipbrokers.org)

If you have not completed the 4-day Partnership Brokers Training but have taken part in other PBA training and would like to be considered, please get in touch to discuss our pathways and other available options.

## FEES & APPLICATION

The fee for Advanced Practice training is AUD \$3,200 + GST = \$3,520. This includes tuition costs, background reading materials, and copies of all the training materials.

Your place on the course will be secured only when full payment has been received and your application is accepted. The course is limited in size to ensure a high level of individual attention and opportunity for practicing partnership brokering skills, so early application is advised.

Please apply by the online application form here:  
[https://bit.ly/CertAdvPractice\\_MEL24\\_Apply](https://bit.ly/CertAdvPractice_MEL24_Apply)



## PARTNERSHIP BROKERS ASSOCIATION

The Partnership Brokers Association (PBA), 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 impactful;
- Supporting practitioners to take a principled and skilled approach to reach the highest standards of partnership excellence;
- Promoting the importance of the partnering process for decision-makers in all sectors to achieve ambitious results.

# TRAINING TEAM

## Bulbul Boksi, APB, APT



Bulbul Boksi has over 25 years of experience in the social development sector, working with grassroot NGOs as well as with Government Ministries and bilateral aid and international cooperation organisations. She supported public private partnerships and helped Government agencies manage change processes. Her partnership brokering experience in the last 12 years focused on helping to build multi-stakeholder partnership processes, as well as strengthening capacities through training, mentoring and coaching.

## Julie Mundy, APB, APT



Julie 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.

## GET IN TOUCH



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



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



@PBA\_Brokers



Partnership Brokers Association



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## TRAINING SCHEDULE

<b>Online</b> Tuesday 27 August 2.5 Hours (Time TBC) (AEST)	<b>Online</b> Thursday 29 August 2.5 Hours (Time TBC) (AEST)
<b>In-Person, Melbourne</b> Monday 2 September 9:00 - 17:00	<b>In-Person, Melbourne</b> Tuesday 3 September 9:00 - 17:00
<b>In-Person, Melbourne</b> Wednesday 4 September 9:00 - 17:00	<b>In-Person, Melbourne</b> Thursday 5 September 9:00 - 17:00

Please apply: [https://bit.ly/CertAdvPractice\\_MEL24\\_Apply](https://bit.ly/CertAdvPractice_MEL24_Apply)