

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.

# PARTNERSHIP BROKERS TRAINING

Jakarta, Indonesia | May - June 2025



Illustration by James Autor © PBA

## TRAINING FORMAT

The training takes place over four days in-person where the three modules of the Partnership Brokers Training will be covered. Attendance at each session is required in order to receive your certificate.

The training **will be held in English** and as such a **high degree of English fluency is required**.

## VENUE & DATES

To be confirmed

## 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.



This course is a gift that keeps on giving. Regardless of experience level, everyone in the room was able to take away valuable insights. I highly recommend it, as I can already see how it will contribute to my growth and how its teachings will evolve with my increasing experience.

Course Graduate, June 2024



## 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.

## Application & Fees

The fee for the training will be approximately IDR 25 million. This includes tuition costs, background reading materials, copies of all the training materials, and snacks. The fee does not include travel or accommodation. Your place on the course will be secured only when full payment has been received. Dates and venue will be confirmed and will depend on interest.

**Please register your interest here:**

<https://forms.gle/oPqanxcrynAan76d6>

# TRAINING TEAM

## Donna Leigh Holden, APB



Donna Leigh Holden has 30 years of experience as a consultant and senior manager of international development and humanitarian organisations and programs in Australia, Asia and the Pacific. Her consulting practice centres around the design and evaluation of multi-actor programs and brokering partnerships including with government agencies, multilateral banks, the private sector and NGOs. Donna has strong connections with Indonesia where she has spent long periods living and working over the past 25 years.

Donna will be the Lead Trainer for this cohort. She will be supported by an Indonesian practitioner trainer (to be confirmed).

## GET IN TOUCH

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

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

 @PBA\_Brokers

 Partnership Brokers Association

# 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.

## STRUCTURE OF TRAINING

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| <p><b>Day 1</b><br/><b>Scoping &amp; Building</b><br/>9:00 to 17:00</p> <p>Learn about partnership brokering frameworks, concepts and practical tools to build a solid foundations of understanding.</p> | <p><b>Day 3</b><br/><b>Managing &amp; Maintaining</b><br/>9:00 to 17:00</p> <p>Developing ways to manage and maintain momentum, energy and enthusiasm in partnering.</p>  |
| <p><b>Day 2</b><br/><b>Skills in Practice</b><br/>9:00 to 17:00</p> <p>Practice and build skills and professional competence in partnership brokering in scenario-based learning.</p>                    | <p><b>Day 4</b><br/><b>Reviewing &amp; Sustaining Outcomes</b><br/>9:00 to 17:00</p> <p>Develop a proactive approach for sustaining partnering outcomes and embed reflective practice into action planning.</p> |