

PARTNERSHIP BROKERS TRAINING

Calgary, CA | Mixed Training | 2025 - dates to be confirmed

COMMITMENT

Your personal contribution as a member of the training cohort is important.

Full attendance at all sessions is required to receive your certificate.

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.



PARTNERSHIP
BROKERS ASSOCIATION

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.

Registration & Fees

The fee for the training is CA\$2,835.00 (incl. CA\$135.00 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. If you would like to be invoiced, please contact jocelyne@jsdaw.com. Invoice payment is required within 7 days. Refunds of 50% are only issued up to 30 days before the event. Please note this is the official policy for the course.

You can register your interest via email: jocelyne@jsdaw.com

TRAINING TEAM

Jocelyn Daw, APB



Jocelyn Daw is a recognised leader and change maker in building authentic multiple-sector partnerships. She has built a career spanning four decades bringing diverse stakeholders and organisations into partnerships and keeping them productive and progressive. She is committed to helping people and organisations build capacity to make their partnerships more effective and impactful. Jocelyne is an internationally published author and speaker in innovation and collaboration and is an Accredited Partnership Broker and Trainer.

Fawna Bews, APB



Fawna Bews has a Masters in Counselling and is an Accredited Partnership Broker. What really fires her up is the 'how' of getting along. She believes that on a planet of 7 billion people we have the capacity to solve the complex problems that keep us from all enjoying a full and happy life. With most of her career spent with traumatized people, she is capable and confident in navigating the choppy waters of relationship building, creating trust and using tools and strategies to get projects done faster and with greater ease than expected.

GET IN TOUCH

-  www.partnershipbrokers.org
-  training@partnershipbrokers.org
-  [@PBA_Brokers](https://twitter.com/PBA_Brokers)
-  [Partnership Brokers Association](https://www.linkedin.com/company/partnership-brokers-association)

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 Calgary.

VENUE:

The University of Calgary,
2500 University Drive Northwest Calgary,
AB T2N 1N4 Canada

Expressions of interest: jocelyne@jسدaw.com

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.

