

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

29 April - 2 May 2025 | Suva, Fiji



Illustration by James Autor © PBA

## LOCATION

Suva, Fiji

## VENUE: tbc

Three modules spread over 4 full days.

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

## CONTACT

Peni Tawake,  
[peni@iconiconsult.com](mailto:peni@iconiconsult.com)  
+679 9222 663

## 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 effective and efficient 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, a community of experienced partnership practitioners, 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 training is like a strategic compass for today's managers, blending leadership skills with insights from behavioural psychology. Discovering the intricacies of the partnership cycle has been eye-opening – yes, there's indeed a cycle! What sets this training apart is the chance to glean wisdom not just from seasoned brokers but also from fellow participants on the same journey. It's been a truly enriching experience.

Participant in Fiji, 2022

## 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 participation fee for the training is FJD \$3,250. Please note that the training will only take place if at least 16 participants register and pay by early March. Trainers will confirm the status of the training then, and in case of cancellation, registration fees will be refunded. Early registration is advised to guarantee the continuation of the training and to secure a spot due to potential oversubscription.

Please apply to join the training here: <https://forms.gle/G58RyfaGpvJZa1at7>

We will be using TicketMax for payments of fees which accepts credit cards. If you are unable to pay by this method, please contact Peni Tawake to have an invoice issued: [peni@iconiconsult.com](mailto:peni@iconiconsult.com)

# TRAINING TEAM



## Yeshe Smith, APB

Yeshe 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.



## Peni Towake, APB

Peni is an independent partnership broker and international development consultant with over 15 years of experience in the humanitarian and development sector. Peni has brokered and provided strategic advisory support to multilateral and bilateral partnerships and coalitions in the region across several thematic areas. He has a strong interest in locally led development and using partnership brokering to amplifying the agency and voice of Pacific Islanders to ensure programs and initiatives are locally owned, driven and led.

# GET IN TOUCH

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

 [peni@iconiconsult.com](mailto:peni@iconiconsult.com)

 @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

### 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.