

**A 4-day training course
for those brokering multi-stakeholder partnerships**

23-24, 26-27 September 2013
Calgary, Canada

There is a growing demand worldwide from all sectors for greater competence in scoping and managing the partnering process in non-traditional partnerships and cross-sector collaboration.

A **partnership ‘broker’** is an **intermediary** building effective and innovative collaboration.

Established in 2003, the globally recognised **Partnership Brokers Training** builds the practical brokering skills and professional practices necessary to address complex challenges in the partnering process at all phases of a partnership's life cycle.

A 4-day skills training and professional development that includes:

- A **theoretical framework** for partnership brokering and the importance of good brokering in the development of robust, efficient and innovative partnerships
- Brokering **skills development** in: scoping, resource-mapping, facilitation, interest-based negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership **brokering challenges**
- **Action planning** for individual applications of the lessons from the course

Previous participants include: Barrick Gold Corporation, CARE, Canadian Cooperative Association, Canadian Red Cross, Environment Canada, Federation of Canadian Municipalities, International Finance Corporation, Ironore Company of Canada, MaRS, Micronutrient Initiative, Microsoft, The Natural Step, The Nature Conservancy, Nike, Niskamoon Corporation, PAHO, Plan International, Population Council, PWC, Rio Tinto, Rural Secretariat of Labrador & Newfoundland, Toronto Atmospheric Fund, UNDP, UNICEF, Unilever, UN Fund for Agricultural Development, University of Waterloo, US Department of State, Water for People, Wise Programs, WHO, World Vision

Level 1 in Calgary is hosted by:

Training Team



Ros Tennyson is widely regarded as a world leader in the domain of cross-sector partnerships and partnership

brokering, and has over 20 years' experience in this field. A published author and expert, she has trained practitioners in over 40 countries, in all sectors and for a wide range of organisations. Based in the UK, she was the co-Founder of the Partnership Brokers Association (PBA) and is currently Development Director, Authorised Trainer and Mentor for PBA.



Jocelyne Daw is a recognized pioneer and leading expert in the evolution of authentic business & community

partnerships and the integration of branding, social purpose, and community engagement into organizational strategy and culture.

She is an author, and the Founder and CEO of JS Daw & Associates, a boutique consultancy that designs innovative community strategies and partnerships that create shared value, build stand out brand identity, strengthen relationships and accelerate positive social impact.

"As a result of the course I have come up with many new ideas and approaches to find opportunities to help solve problems I thought I could not tackle, as well as great knowledge to take back to my organization... This was truly transformational."

Course graduate (NGO sector, Canada)

"I have enjoyed a number of wonderful professional development opportunities throughout my career, but Level 1 is certainly at the top of that list! I believe the content, expert instruction, and inspiring colleagues form a magical product that is second to none!"

Course graduate (Public Sector, Canada)

Who should attend and criteria for acceptance



This course is for active partnership practitioners* involved in the management and development of multi-stakeholder partnerships and should be able to demonstrate the following:

- **Educational attainment** at higher education level in a related field and/or practical experience that combines analytical capabilities with an aptitude for working with diverse groups;
- **Opportunities** for the practical application of partnership brokering skills.

Please note that participants who attend all sessions will be awarded a PBA certificate entitling them to become alumni of the Association and to apply for Level 2 courses. Anyone who misses one or more sessions (without an acceptable reason) will be able to complete the course but will not be entitled to receive the PBA certificate nor be eligible for Level 2 courses.

For added value, encourage one of your cross-sector partners to attend the course with you! Refer to the last page of this brochure for more details.

* This is not a beginner's course – for a more basic partnering skills course contact: www.ThePartneringInitiative.org

Fees

The fee for the training is **CAD \$2200**. This includes tuition costs, background reading materials, copies of all the training materials. The fee does not include travel, accommodation and all meals. The fee will be payable once your application has been approved. Your place on the course will be secured only when full payment has been received.



Further training opportunities

Participants who complete the Partnership Brokers Level 1 training will become members of the Partnership Brokers Association giving them access to further partnership brokering resources - research findings, tools, and advanced (Level 2) training options. Those who complete Level 1 will join a global network (nearly 1000 people) of Level 1 graduates. They will also be eligible to apply for a range of Level 2 training courses. These are: Professional Accreditation (mentored professional practice and formal examination), Certificate in Training (a 5-day residential course), Research Certificate (module on research methods, research project of 5000 words, tutorial guidance and peer review).

Bring a partner and learn together!

Taking Partnership Brokers Training with current or potential partners will provide you with significant benefits including **shared knowledge and language; an increased understanding of potential challenges; and relationship building.**

The Venue

The Senate Room is located in **Hotel Alma** on the University of Calgary Campus. This spacious and versatile room offers breathtaking city and campus views. Guest and public parking is available in the Arts Parkade adjacent to Hotel Alma, or it's just a 5 minute walk from the LRT station.



Apply now

Due to limited space, you are advised to get your application in promptly to avoid disappointment. **The deadline for applications is August 23 2013.** To download the application form please go to:

<http://jsdaw.com/training/> then submit your completed form to: info@jsdaw.com



www.partnershipbrokers.org

www.jsdaw.com

JS Daw & Associates
Connect to your cause.