

Partnership Brokers Training

MARCH 2023



Nau mai, Haere mai

As a society we are facing issues that are increasingly complex, inter-connected, and unpredictable. The current global pandemic, climate change and social inequality are a few examples.

When individual organisations act alone to tackle such issues, success is rare. There is growing evidence however, that when organisations work together, they can achieve breakthroughs. Effective partnerships draw on diverse expertise, competencies and resources in ways that can together achieve better outcomes.

Partnerships are multiplying in Aotearoa. Communities, non-profit organisations, Iwi, government agencies and business, are building a common interest in partnering to achieve more co-created, enduring results. Yet partnering is easier said than done and many partnerships fall short of expectations. Those who enable partnerships to happen are key to partnering success. The Partnership Brokers Training programme is for them. This unique and highly sought-after global programme provides those working in partnerships with in-depth development on how to partner effectively.



BENEFITS FOR PARTICIPANTS

You'll leave with

- Tools, techniques and skills for brokering partnerships that get results
- Enhanced confidence and competence as partnership practitioners
- A framework and knowledge for robust, efficient and innovative partnerships
- Knowing common principles, barriers and enablers of partnerships
- Ways to overcome common partnership brokering challenges (both for those working internally and independently)
- Personal and professional insights into the roles, skills and competencies needed in building successful collaborations
- Membership of a global professional association of partnership brokers offering support, research, networks and further development opportunities.

The course can be used in two ways:

The course can be used as individual or team professional development, and secondly as real-time partnership building. When partners from different organisations attend together, they build a common language and framework while developing strategies for the design, management and review of their partnership. On this intensive programme you will be part of a diverse group from business, lwi, government, philanthropy, community and voluntary sectors. The group will be limited to 24 participants with two facilitators in order to maximise potential for exchange and personal attention.

PROGRAMME STRUCTURE

The programme includes 4 x 2-hour online interactive webinars and 3-days in-person training in Wellington. We offer additional 1:1 coaching sessions to support ongoing learning and application.



Online learning sessions:

We will explore key partnering frameworks and how these apply in your partnerships.

Four online sessions

10.30am - 12.30pm,
Wednesday 1 March, 8 March,
15 March, 22 March 2023



In-person practice sessions:

Learning will become more experiential as we will explore a partnership scenario & focus on building key skills.

Three in-person sessions

Full day
Wed 29 - Fri 31 March
WELLINGTON



Optional coaching sessions:

We offer coaching sessions to compliment your learning and support you to apply it in your context.

Three in-person or online sessions

We use a variety of different methods & tools both for learning purposes and to expose you to different elements you may consider using in your own partnering practice.

"My awareness of and understanding of partnership brokering have grown immensely... I am looking forward to working with partners... the innovative approaches to partnership building will be invaluable."

"It made me re-evaluate what it truly means to be in partnership. The course has helped me understand the benefits of partnership, as well as understanding the many challenges. I have learnt where my strengths lie and areas I can improve."

"The course gave me the tools, skills and frameworks to become a more confident, reflective and insightful partnership broker. Thank you for such great facilitation and support."

"I have been hugely impacted by this course. The ability to step back and look at all our external partnerships and consider how we can make more impact with each of them has been timely. It has also provided me with a framework to consider new partnerships."

Training team

BELINDA GORMAN



Belinda is Director of Collaborate. She specialises in helping organisations achieve their goals through collaborative approaches. She has worked as a collaboration and partnering practitioner for the last 15 years, with organisations across public, private and NGO sectors in New Zealand and internationally. Belinda has significant experience working on complex issues and in complex contexts. She knows first-hand the opportunities and challenges that working across organisation and sector boundaries presents, and the mindsets, skills and competencies required to navigate these effectively. Belinda is a PBA Accredited Partnership Broker, Authorised Practitioner Trainer and Mentor.

REBECCA MASON



Ngāti Kuia, Rangitāne, Ngāti Toa me Ngāi Tahu

From leading international partnerships to facilitating multi-stakeholder meetings and representing Iwi, Rebecca is known for leading change and bringing people together across cultures and industries to create enduring solutions. She is currently the Tumuaiki (Principal) of Meihana Consulting which is centred around Iwi Māori public sector partnerships, systems change and organisational development. Rebecca has experience as both an internal and independent partnership broker and she has supported and worked with organisations in both the private and public sectors. Rebecca holds several governance roles, is a Chartered Accountant and a PBA Accredited Partnership Broker.

TRISH HALL



Trish has deep and wide experience as a facilitator of partnering, strategic thinking and change. She is co-owner of Thought Partners, offering boutique organisational development services and has governance roles in NGOs. She has brokered partnerships in NZ, Australia and the Pacific. As an external broker, Trish assists partners to scope, establish, build capability, 'health check' and navigate critical milestones. She has designed and facilitated many dialogues and collaborations on critical aspects of climate change; systems change in housing, and in disability organisations. Trish chairs PBA's global community of practice for mentors, is one of the examiners in PBA's accreditation process, and is an Authorised Practitioner Trainer with PBA.

Some participating organisations





WHO WOULD BENEFIT

This course is for active participants in the development and management of partnerships, and is not an introductory course.

Participants will have experience working to build effective and innovative collaborations with two or more partners. Past graduates come from business, Iwi, government, international agencies and non-profit organisations working in diverse spheres.

Admission to the course is by application. Participants who attend all sessions will be awarded a Partnership Broker's Association certificate entitling them to become alumni of the Association and to apply for further professional development opportunities.

COURSE FEE

Early bird discount for applications received before 10 Dec 2022:

- Non-profit \$2,200 (ex-GST)
- Government \$2,650 (ex-GST)
- Business \$2,950 (ex-GST)

The same discount is available for multiple bookings from one organisation or partnership. A maximum of four participants from the same organisation are allowed so diversity in the programme is ensured.

Applications received after 10 Dec 2022:

- Non-profit \$2,200 (ex-GST)
- Government \$2,950 (ex-GST)
- Business \$3,250 (ex-GST)

Optional 1:1 or small group coaching sessions:

- 3-sessions \$650 (ex-GST)

The course fee 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 programme will be secured only when full payment has been received.

COMMUNITY ORGANISATION SUBSIDY

A subsidy is available for community organisations working in Aotearoa, from Weave. You do not need to apply to Weave directly for the subsidy – simply answer the questions in Section 9 of our application form. There are a limited number of subsidies available, so those needing a subsidy to enable them to attend, are encouraged to apply as soon as possible.



PARTNERSHIP BROKERS ASSOCIATION

Partnership Brokers Association (PBA) was established in 2003 and 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 development and impact by:

- Elevating partnering knowledge and practice so that can collaborations can be truly transformational
- Supporting partnership brokers to take a principled and skilled approach to reach the highest standards of partnership excellence
- Promoting the critical importance of the partnership process for decision makers in all sectors to achieve ambitious results
- Helping identify partnership challenges and opportunities to support more effective outcomes

Further training opportunities

Participants who complete the Partnership Brokers Training will become alumni of PBA, giving them access to tools, case studies, support services, further training options & Professional Accreditation.

HOW TO APPLY

To apply complete our online application at <https://forms.gle/bbaF2rz8HHV2KwZP8>.
If you have any questions please contact belinda@co-lab.nz

THE VENUE

Te Whanga Atawhai Mercy Conference Centre
15 Guildford Terrace
Thorndon
WELLINGTON 6011

The venue is walking distance from Parliament Buildings and Wellington Railway Station



Nāku te rourou, nāu te rourou, ka ora ai te iwi.
With your basket and my basket the people will thrive.