

# Building Capability for Cross-Sector Partnering



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Community Southwest is partnering with the Partnership Brokers Association to bring this highly regarded, four-day training to the Great South Coast.

## Objectives of Partnership Broker Training

- Deepen understanding of multi-stakeholder partnership **frameworks, models, tools and principles** and how to work creatively and consistently across traditional boundaries
- Increase **awareness of the brokering role** and its critical importance in ensuring efficient, effective and innovative partnerships
- Enhance **brokering strategies, skills, and confidence** in day-to-day partnering and management work
- Address **key challenges and issues** pertaining to specific partnerships
- Develop new approaches to and skills in **assessing the added value** of multi-stakeholder partnerships as they develop over time

Participants that successfully complete the four-day training receive a certificate and become part of the global alumni. Alumni are eligible to progress to formal accreditation and continue their professional training with PBA.

## Training details

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|--------------|--|
| Course name: | Partnership Broker Training - Four Day Training Course                                     |
| Dates:       | Monday 25 & Tuesday 26 February 2019<br>Monday 4 & Tuesday 5 March 2019                    |
| Times:       | 8.45 am – 5.00 pm  |
| Venue:       | Community Services Centre<br>Atkinson Street<br>Port Fairy                                 |
| Attendance:  | Executives, managers and senior officers actively involved and working within partnerships |
| Contact:     | Richard Zerbe  |
| Phone:       | 0448 505 885   |
| Email:       | executiveofficer@communitysouthwest.com  |

The training is delivered by the international organisation, the Partnership Brokers Association (PBA) (<http://partnershipbrokers.org/>). PBA is the global professional body for those managing and developing collaboration processes. They are at the forefront of developing and supporting the emerging profession and leadership model of partnership brokering. They believe that building competence and confidence is critical to support cross-sector partnerships, to build a more inclusive and sustainable world.

This flagship, four-day program is more than a typical training course. It offers the opportunity for personal reflection and insights as well as providing a vehicle for building a global movement seeking to influence decision-makers and impact systems in order to improve and scale multi-stakeholder partnerships and collaboration.

The Partnership Brokers Association Training is the only course of its kind with its unique focus on managing the partnering process / building skills in partnership brokering. The interactive workshop is a great opportunity for this region to gain access to these important skills.

This course combines skills training and professional development and includes:

- A theoretical framework for partnership brokering and the importance of good brokering in the development of robust, efficient, inclusive and innovative partnerships, consortia & coalitions
- Partnership brokering skills development in: scoping, resource-mapping, facilitation, interest-based negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership brokering challenges and how to address them
- Action planning for individual applications of the lessons from the course

By training together, local participants can develop a group approach to consider how they will apply the learning from the course immediately to their partnership approaches and operations.

Individuals and organisations develop a more comprehensive programme including:

- Understanding the importance of brokering in building innovative, effective and efficient partnerships for sustainable development
- Building insight and knowledge that will contribute to the promotion of the highest standards in partnership brokering
- Capturing and communicating the day-to-day experiences of partnership brokers in order to inform policy, underpin system change and improve partnering practice

Join Partnership Brokers Association for a very engaging and comprehensive training program, which provides a lasting impact for your organisation and the region.

## Trainer biographies

**Victoria Thom** is an experienced social impact strategist and partnership broker. She specialises in enabling organisations to work together to address complex social and sustainability challenges. Victoria's career has traversed business strategy, facilitation, innovative partnering, social impact consulting, social enterprise and international development in UK, Asia-Pacific, Africa and Australia. As Founder & Director of Synergy2030, she works with clients from corporate, government, not-for-profit and academic sectors on social impact strategy, collaboration and co-design. As an internal broker at World Vision Australia, Victoria led the development of Innovative Partnerships with the private sector including: implementing business and human rights standards, sustainable supply chains, social licence to operate, purpose-driven leadership and community governance. Victoria holds a Graduate Certificate of Social Impact from Melbourne Business School and is a graduate of the Australian Institute of Company Directors.

**Rhonda Chapman** is an independent advisor based in regional Victoria, Australia where she is also co-founder of a coworking space. She has 25 years' experience working with non-government organisations and government in Australia and overseas supporting work in partnering, community development, organisational systems, strategy and leadership, and monitoring and evaluation. She has worked on partnerships for effective development across the Asia-Pacific region in her leadership role with the Australian Council for International Development and as an independent advisor. Her most recent work has included providing support to Oxfam programs in Asia in their ambition to have a more transformative approach to partnerships; with Primary Care Partnerships programs across regional Victoria, providing training and mentoring for staff and leaders, and conducting research on the partnering approach; mentoring and brokering partnerships with feminist organisations working in the Pacific; and conducting partnership training in Asia, the Pacific and in regional Australia.

**Yeshe Smith** is currently the Programs and Partnerships Manager for the Institute of Human Security and Social Change, which is based at La Trobe University, in Melbourne. Yeshe is a PBA accredited and highly experienced partnership broker, and practitioner trainer, who has been working in international and domestic community development for more than 2 decades. She has lived and worked in PNG, Ghana and Fiji, and has brokered partnerships and delivered partnership training in more than ten countries. Prior to joining La Trobe, Yeshe worked at AusAID/DFAT for 11 years, and there delivered in-house partnership training and technical support on partnership brokering. Yeshe is currently supporting two regional health alliances in rural Victoria with training, partnership brokering and coaching and mentoring.

## Training terms and conditions

The training fee includes all tuition fees, background reading materials and course handouts, the recommended course textbook, morning tea, lunch and afternoon tea each day.

Spaces are limited, so please ensure timely registration and payment to guarantee your place. In the event that a registered participant has to withdraw, they may:

- nominate an appropriate candidate to attend in their place;
- or have their place filled by a waitlisted candidate, if available.

Should this not be possible, the PBA cancellation policy will apply:

- 50% for withdrawals made up to three weeks before the course start date.
- 100% for withdrawals made within three weeks of the course start date.

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All information contained in this flyer is correct at the time of sending but may be subject to change.

Community Southwest Inc. ABN 11 621 726 202

Tax Invoice/Registration Details:

**Name/s & Position/s:** \_\_\_\_\_

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**Organisation:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_ **Mobile:** \_\_\_\_\_

I enclose payment of \$ \_\_\_\_\_ for \_\_\_\_\_ people.

**Payment details as follows: \$2640.00 (GST incl.) per person**

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| DATE                                 | VENUE                                 | NO. OF PEOPLE |
|--------------------------------------|---------------------------------------|---------------|
| Monday 25 & Tuesday 26 February 2019 | Community Services Centre, Port Fairy |               |
| Monday 4 & Tuesday 5 March 2019      |                                       |               |

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Direct Credit to –

Account Name: Community South West

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Account Number: 100022438 (Please include first Initial & Surname in Account Description)

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**Cardholder Name** \_\_\_\_\_

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**Email, fax or mail your completed details with payment to:**

**Email:** [executiveofficer@communitysouthwest.com](mailto:executiveofficer@communitysouthwest.com)

**Fax:** 03 5561 8805

**Mail:** Community Southwest Inc, 210 Timor Street, Warrnambool 3280