

Brokering Partnerships - An online course

Pre-course module



Maria Hayes: PBA Artist in Residence



The course on Brokering Partnerships is designed to:

- Deepen understanding of professional partnership management ('brokering')
- Introduce conceptual frameworks and practical tools on partnership process management
- Build key skills and professional competences required to broker partnerships
- Develop a reflective and principled approach to professional partnering practice
- Reveal new insights into your own partnering practice and build your confidence as a broker
- Explore and share experiences and innovative approaches to addressing challenges in partnerships



In advance of the course, you need to:

- Complete this pre-course module and consider the questions embedded in places
- Read: the *Course Guide*, pages 8-11
- Register on the learning platform,
- Prepare for session 1



PARTNERSHIP: A definition

“An on-going working relationship
where risks and benefits are shared”

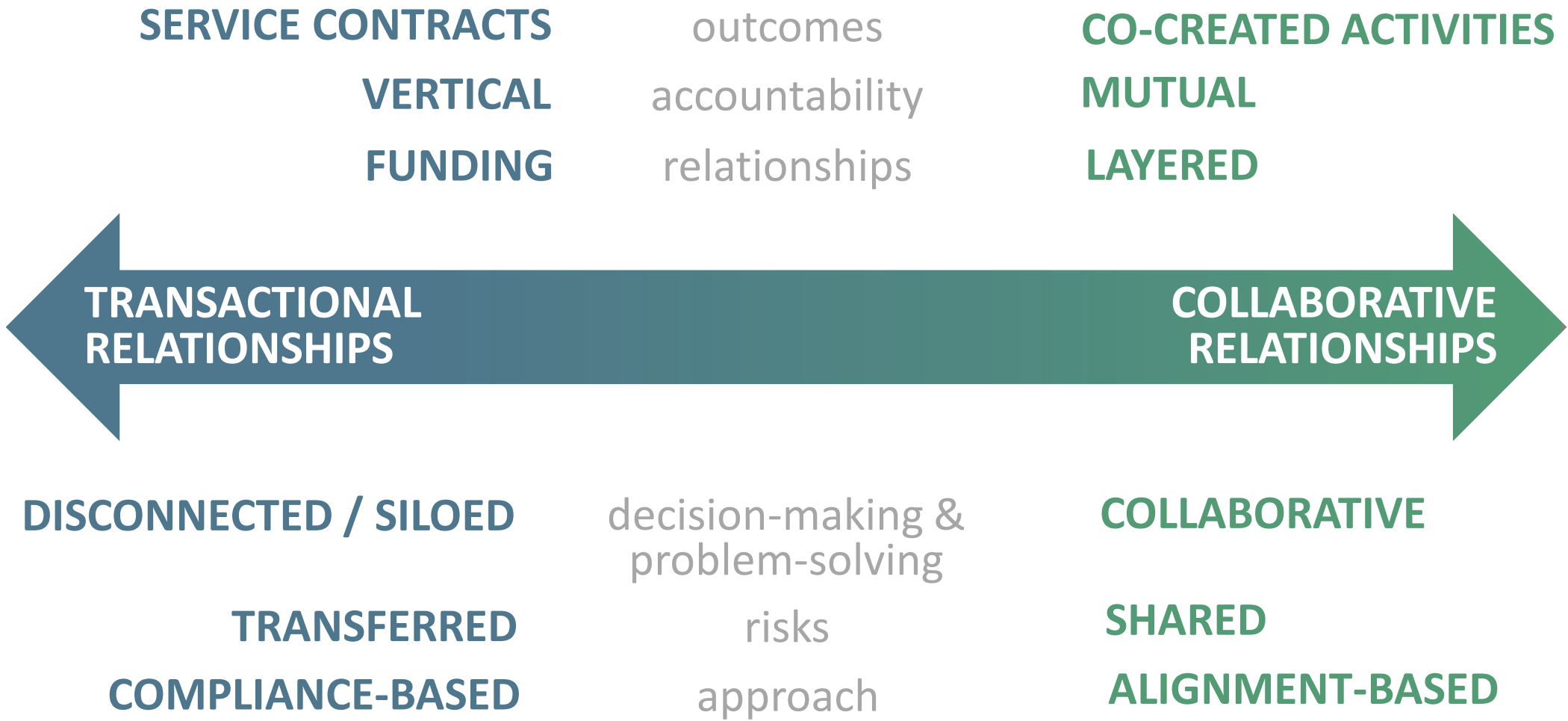
Additionally, each partner is co-creating purpose and activities,
contributing different resources and committing to shared accountability.

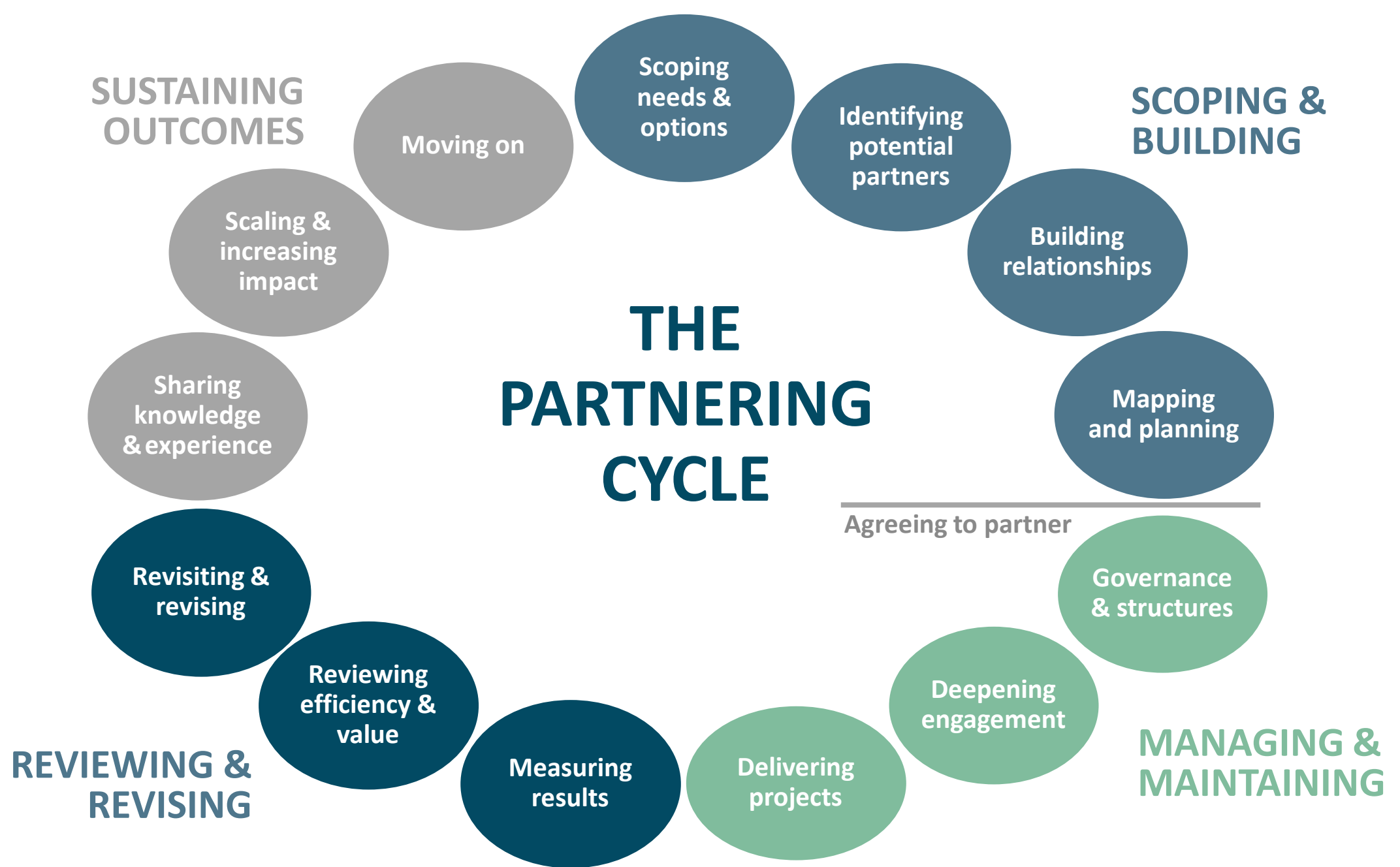
*Many mechanisms described as partnerships do not meet this definition.
Do yours? Do your partners share the same definition for partnerships?*





Where do your partnerships sit?





The 'partnering cycle' is distinct from, but easily aligned with, a typical 'project cycle'.

How far in your partnering approach do you focus on the **partnership** as well as on the partnership's **project** throughout its life cycle?

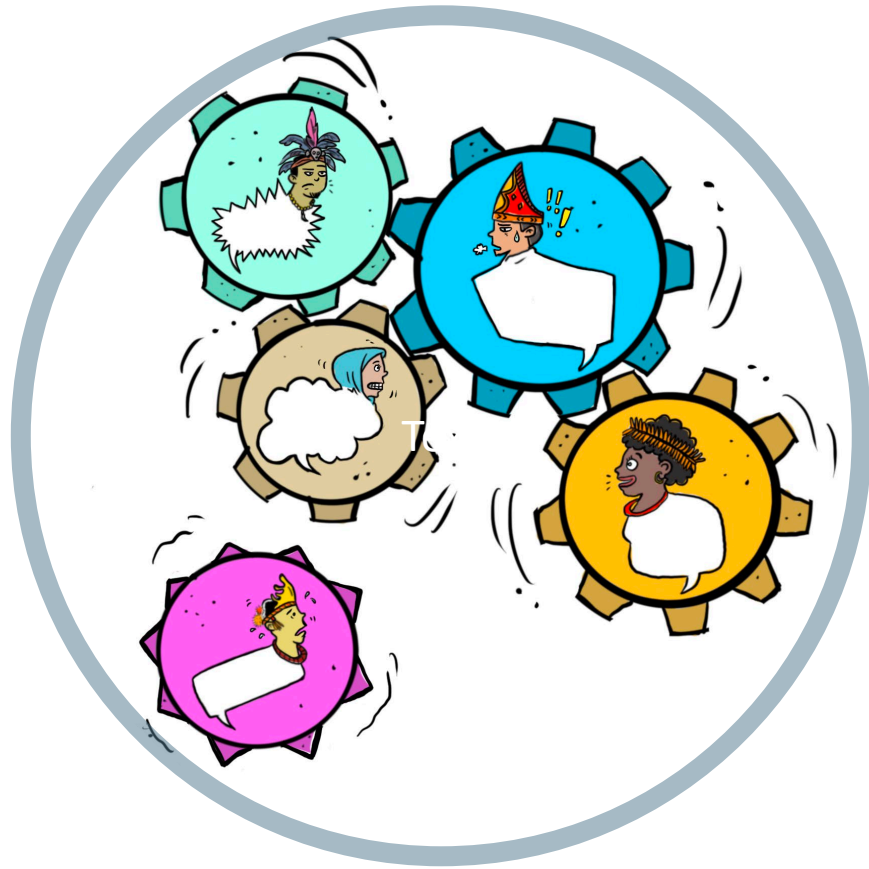


What, in your experience,
gets in the way of a partnership
working effectively?

Make a quick list of the responses
that come immediately to your
mind, before continuing through
the module

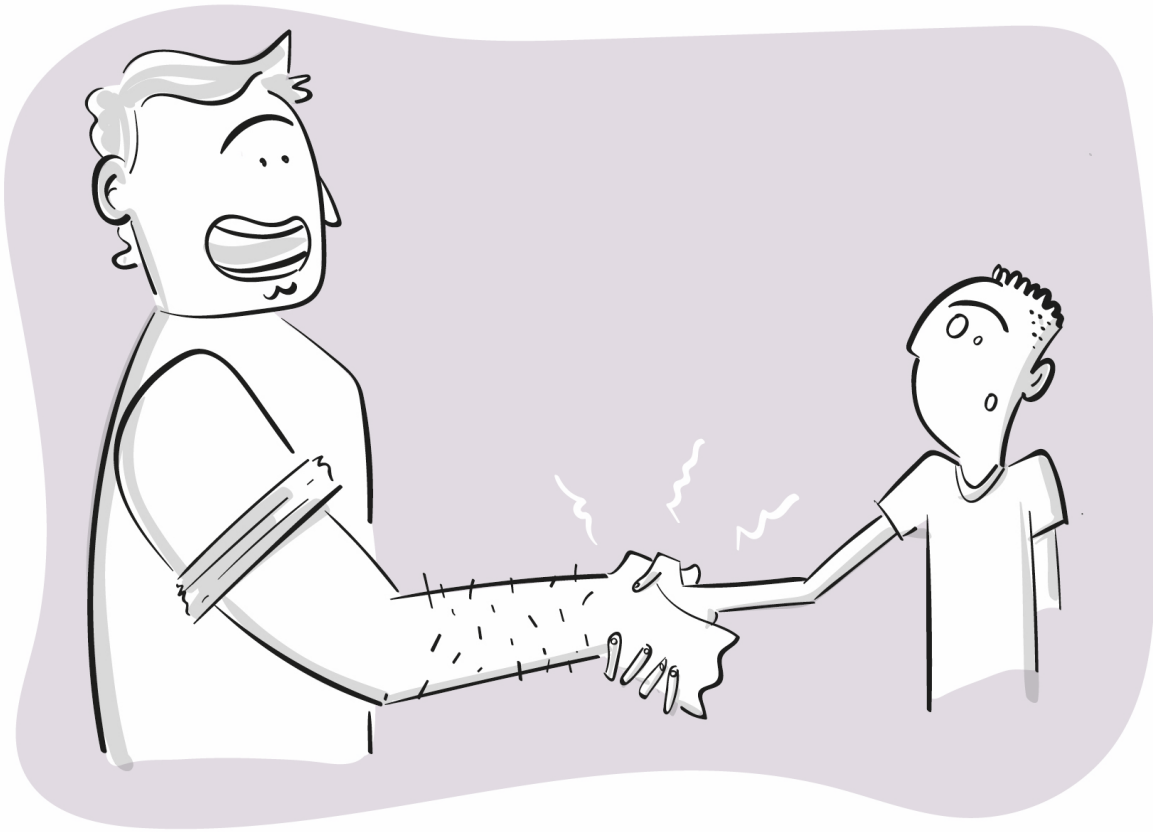


Common partnering challenge: ANXIETY ABOUT DIFFERENCE



Key principle:
**Embracing
DIVERSITY**

Partnering challenge: **POWER IMBALANCE**



Key principle:

Building EQUITY

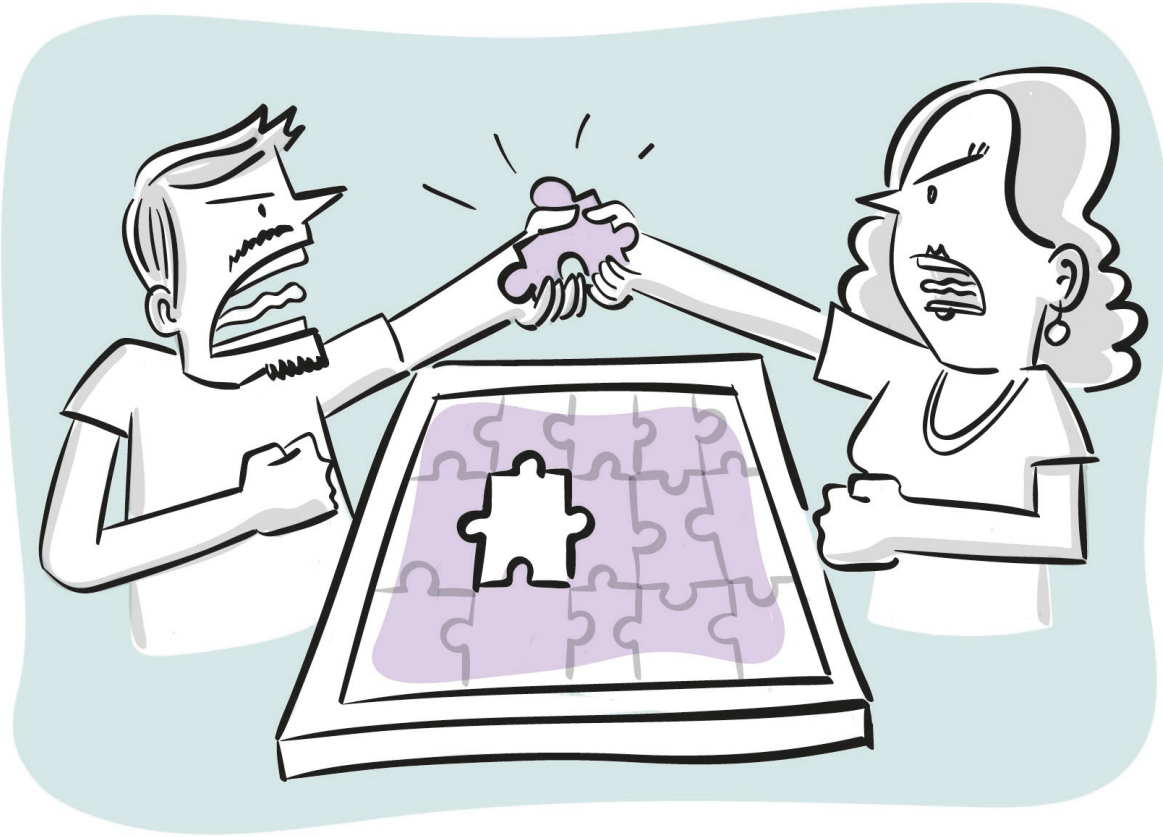
Partnering challenge: HIDDEN AGENDAS



Key principle:

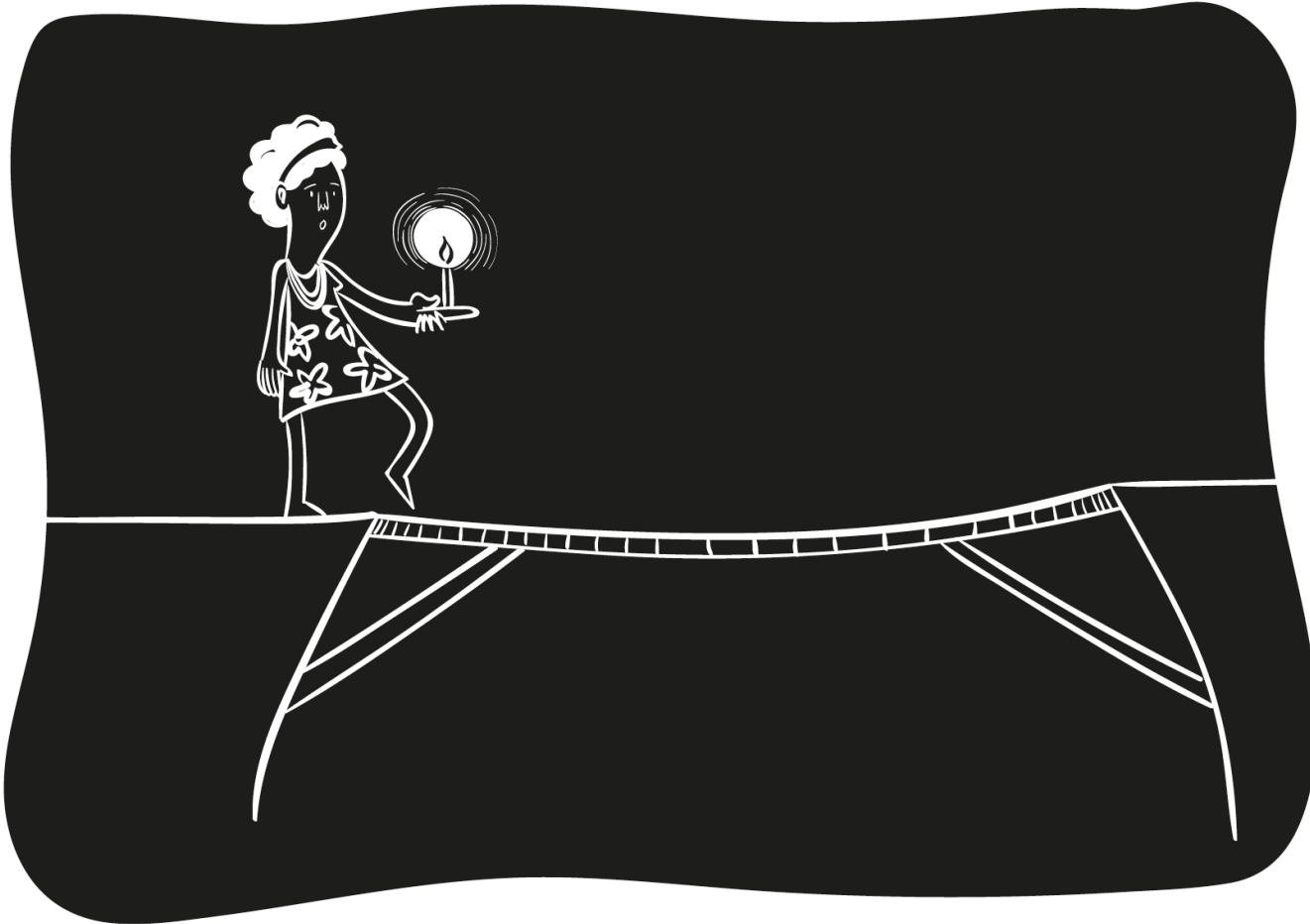
Creating OPENNESS

Common partnering challenge: **COMPETITIVENESS**



Key principle:
Ensuring
MUTUAL BENEFIT

Common partnering challenge: UNCERTAINTY




Key principle:
**Being
COURAGEOUS**

Questions to consider prior to the first session

- *How do these materials align (or not) with the partnerships you are working with? What questions do they raise for you about your / your organisation's partnering approach?*
- *In your role in partnerships (operating as a partnership broker / manager / coordinator / facilitator) what specific challenges do you face that you would like to address during the course?*





We invite you to explore some of the
resources, case studies and articles
available on our website before joining the
course.

www.partnershipbrokers.org

The Aim of the Partnership Brokers Association

*Promoting professionalism and integrity
in brokering multi-stakeholder partnerships*



Maria Hayes: PBA Artist in Residence

