

Working in partnership is recognised as increasingly important. Multistakeholder and cross-sectoral partnerships are growing in number, but how do we support those guiding and leading partnerships to achieve the added value that partnerships can have, that we are all wanting?

Drawing on global experience and designed to suit all types of learners from diverse sectors, this course includes theoretical and practical learning. It creates a brave space to support personal and professional development. It 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 popular training offers an important opportunity for partnership practitioners to improve their skills with a diverse group of participants from business, non-profit, community, government, education and development.

The course can also be used for partnership building when partners attend the course together and use 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 programme.

# PARTNERSHIP BROKERS TRAINING

12-13 & 16-17 March 2026 | Canberra



Illustration by James Autor © PBA

## VENUE

**East Hotel**  
69 Canberra Avenue  
Kingston  
Australian Capital  
Territory 2604  
Australia

Three modules  
spread over 4  
full days.

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

## THIS COURSE PROVIDES:

- ✔ A framework for creating strong, efficient and impactful partnerships
- ✔ Strategies to overcome common and complex partnership challenges
- ✔ Unique tools and techniques for brokering partnerships that get results
- ✔ Enhanced confidence and ability as a partnership practitioner
- ✔ Personal and professional understanding that builds skills to support successful partnerships
- ✔ A focus on important partnership principles, to support values-based partnerships for stronger results
- ✔ A brave space for you to experiment and explore new ideas
- ✔ Space for reflection on your partnering experiences
- ✔ Access to a global network of over 4,000 alumni and an opportunity to join as a professional member of the Association

## Participant Profile

This course is designed for people actively working in the management and development of partnerships. It 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 different sectors.

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Anyone working in the partnership space would greatly benefit from this programme. The richness of experiences, learnings and practical take aways will help everyone creating genuine and meaningful partnerships.

Course Graduate, April 2025

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## 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-recognised and mentored programme leading to a professional qualification as an Accredited Partnership Broker.

## Application & Fees

The cost of the Partnership Brokers Training includes a training fee of AUD \$2,970.00 (inc GST) + Humanitix booking fee. The training 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 course will be secured only when full payment has been received.

Apply here: <https://bit.ly/Canberra-PBT-March2026>



## TRAINING TEAM



### Arthi Patel, APB, APT

Arthi has over 20 years of experience designing, managing and evaluating multi-stakeholder international development programs and policies. Her first career as a human rights lawyer focused on working with migrants and refugees, building partnerships across legal and community organisations to empower migrant and refugee communities. Her recent work has focused on bringing together climate scientists with social scientists and local communities.



### Kate Hayes, APB, APT

Kate is a highly experienced partnerships, organisational design and strategy specialist. She has over 25 years of senior level experience working across different sectors in Australia and in international development across Asia and the Pacific. Her core work, motivated by reconciliation in Australia and the ambition SDGs more broadly, is strategic and facilitative – seeding and facilitating partnerships and strategy across ideas, sectors, agencies, and communities. Kate is at her best serving multi-stakeholder partnerships grappling with complex issues.

## GET IN TOUCH

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

 [arthijpatel@gmail.com](mailto:arthijpatel@gmail.com)

 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:

- Increasing partnering knowledge and practice so that collaborations can become more 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 results.

## STRUCTURE OF TRAINING

### Day 1 Scoping & Building 9:00 to 17:00

Learn about partnership brokering frameworks, concepts and practical tools to build strong foundations of understanding.

### Day 3 Managing & Maintaining 9:00 to 17:00

Develop 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 ability 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.