PARTNERSHIP BROKERS TRAINING

15-16 & 19-20 April 2027 | Melbourne

Multistakeholder and cross-sectoral partnerships are multiplying, but how do we support those guiding and leading partnerships to achieve the "more than the sum of the parts" results we are all seeking?

Drawing on global experience and designed to appeal to all types of learners from diverse sectors, this course balances conceptual and practical learning. It creates a safe space to support personal and professional development and 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 sought-after training offers an important opportunity for partnership practitioners to hone their skills with a diverse group of participants from business, non-profit, community, government, education and philanthropy.

The course can also be used for real-time partnership building when partners attend the course together and leverage 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.



Illustration by James Autor © PBA

VENUE

University College Melbourne
40 College Crescent
Parkville
Vic 3052

Three modules spread over 4 full days.

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

PARTNERSHIP BROKERS ASSOCIATION

THIS COURSE PROVIDES:

- A framework for creating robust, efficient and impactful partnerships
- Strategies to overcome common and complex partnership challenges
- Unique, fit for purpose tools and techniques for brokering partnerships that get results
- Enhanced confidence and competence as a partnership practitioner
- Personal and professional insights that build competencies to support successful partnerships
- A focus on critical partnership principles, to drive values-based partnerships for stronger results
- A safe space for you to experiment and explore new ideas
- Space for reflection on your partnering experiences
- Access to a vibrant 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 active practitioners involved in the management and development of cross-sectoral, multi-stakeholder partnerships and 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 diverse spheres.

> 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

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 program leading to a professional qualification as an Accredited Partnership Broker.

Application & Fees

The fee for the training is AUD $3,000.00 plus GST. This 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: bit.ly/PBTMelbApr2027

TRAINING TEAM



Julie Mundy, APB, APT

Julie is a highly experienced partnerships specialist, working in Australia and widely across the Asia-Pacific region supporting a wide range of multi-stakeholder and cross-sectoral partnership for more than 15 years. This builds on a long and rewarding career in international development, leadership and governance. Julie focuses on complex partnering negotiations and reviews of partnerships, helping them to start off on the right footing and continuing to provide a value-add for all organisations involved. She also supports organisations and programs to establish and embed their partnering frameworks. She has worked on a wide range of partnerships including governance, climate change, health, child protection, gender equity, impact financing, education, humanitarian and more. Julie is one of PBA's most experienced trainers and was PBA's foundational Training Portfolio Lead. She continues to be committed to strengthening the capacity of others to partner well.



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

training@partnershipbrokers.org

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:

- Elevating partnering knowledge and practice so that collaborations can become truly 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 ambitious results.

STRUCTURE OF TRAINING

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

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

Day 2
Skills in Practice
9:00 to 17:00

Practice and build skills and professional competence in partnership brokering in scenario-based learning.

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

Developing ways to manage and maintain momentum, energy and enthusiasm in partnering.

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.

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