

Just the ticket to get people talking

SARAH MARTIN

ADELAIDE-based Dixon Partnership Solutions has been awarded an international training licence for a partnership brokering scheme.

Partnership brokering facilitates relationships between business, government and community groups to achieve sustainable development outcomes.

Dixon Partnership Solutions managing director Ian Dixon said partnership brokering was a growing industry as cross-sector co-operation became more commonplace.

"These types of multi-sector partnerships are coming about because each of the sectors realises they need to work together to resolve some of the more complex problems they face," Mr Dixon said.

"It is hard enough bringing two companies together, let alone working across boundaries between the sectors, and that is why it has become more prominent," he said.

"Partnership brokering is a catalyst for

bringing people together and working out how to move through a process."

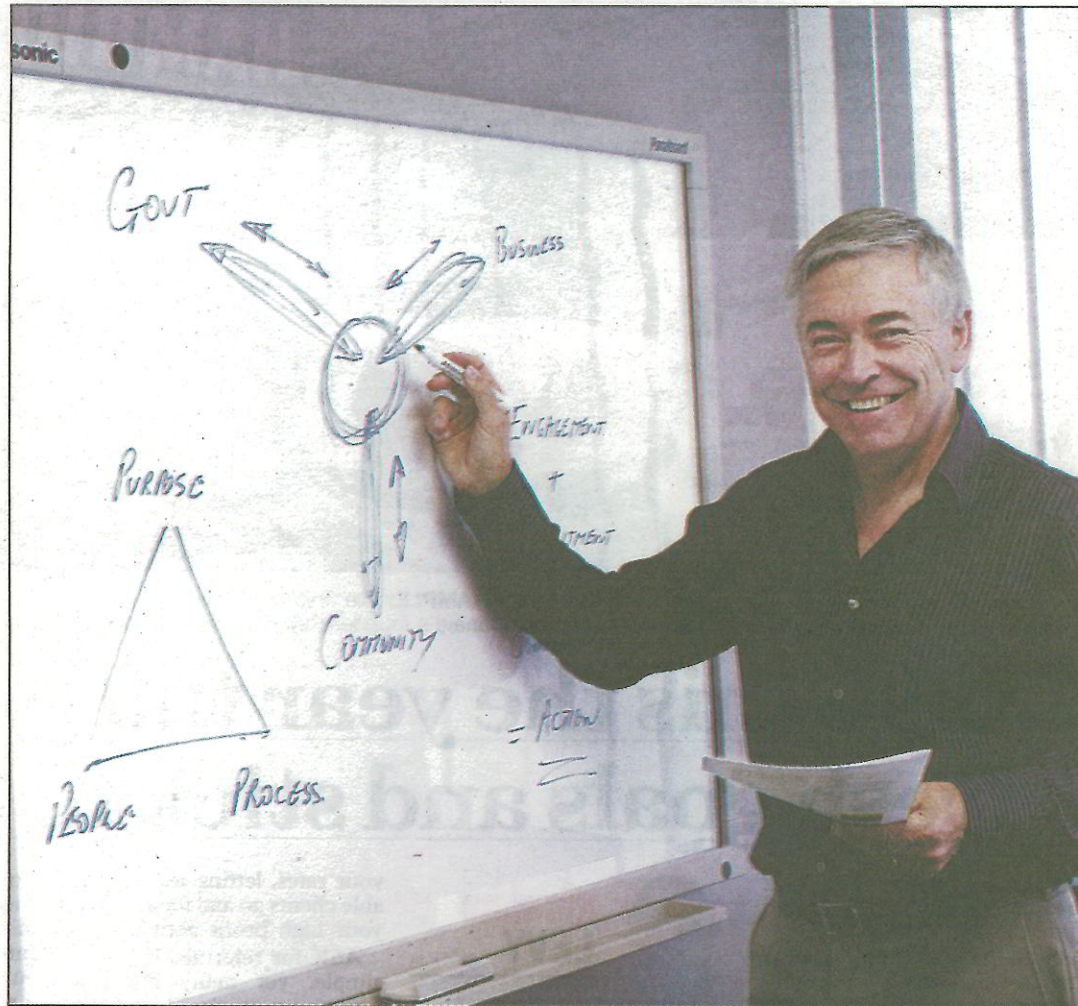
Mr Dixon said the PBAS licence would allow him to teach the scheme in the Australasia and South-East Asian regions.

"It is all about trying to get a greater degree of professionalism into this discipline," Mr Dixon said.

The PBAS program was developed by the Prince of Wales International Business Leaders' Forum and the Overseas Development Institute, and has been running since 2003.

Dixon Partnership Solutions will run its first training scheme in Mandurah in WA in the new year, but Mr Dixon said he would like to bring the program back to SA.

"South Australia is known as a collaborative state and I have grown up in an environment where people generally want to work together, so hopefully we can bring the program here as well," he said.



COMMUNICATION: Ian Dixon lays out a design for success.

Picture: NEON MARTIN