

Partnership Brokers Accreditation Scheme



A global training scheme for people brokering complex
multi- sector partnerships for sustainable development

Cohort 23

Level 1 residential: South East Asia and Australasian Region

Melbourne, Australia, 14-19 March 2010



What is PBAS?

Driven by a growing demand from the business, government, community and education sectors for greater professionalism in building and maintaining multi sector partnerships and alliances, the **Partnership Brokers Accreditation Scheme** (PBAS) is designed to provide very real and practical brokering skills in all phases of the partnering process. The Scheme is separated into 3 Levels:

- * Level 1 is a 5-day residential brokering skills training;
- * Level 2 is a 3 month professional mentored practice with the aim of accreditation; and
- * Level 3 is advanced practice.

Full Scheme information is given in our PBAS brochure, which you can download at www.partnershipbrokers.org and www.iandixon.com.au

“What an absolutely fantastic training that was. The best professional development I have ever done, and worth every cent.”

Yeshe Smith, AusAID

Who should attend & criteria for acceptance

The Scheme is designed for **internal partnership brokers** responsible for negotiating or managing partnerships within an organisation as well as third-party **external brokers**. In this context, a ‘broker’ is any individual working as an intermediary between companies, NGOs, communities or government.

To be accepted onto PBAS Level 1 applicants should demonstrate the following capabilities:

- * Past or present engagement in multi-sector partnerships, as either a convenor, advisor, negotiator, partner or third-party facilitator;
- * A level of educational attainment and/or practical experience that combines analytical capabilities with an aptitude for skills training and application;
- * Management support within their organisation (for ‘internal’ brokers) or scope within their current work portfolio (for ‘external’ brokers) for the practical application of partnership brokering skills.

Previous participants				
ActionAid	Business in the Community	Government of Orissa	Rio Tinto	UNEP
Accountability	CARE International	InterfaceFLOR	SA Native Title Services	US State Department
African Development Bank	Chevron	Marie Stopes International	Save the Children	Unilever
Alcoa	Dalhousie University	Mercy Corps	Shell International	WHO
ANZ	DFID	New Zealand Department of Conservation	SustainAbility	World Vision
AUSAID	Earthlink	Nike	Thames Water	
BP	Fauna & Flora International	Queensland Government	UK Home Office	<i>and many more.</i>
BHP Billiton	GTZ		UNDP	

“My PBAS experience was practical and immediately applicable to the challenges I was facing in a variety of multi-sector partnerships. The combination of a diverse range of participants, real life experiences, action learning and practical applications made for a very worthwhile investment. I highly recommend it to anyone who plans to be involved or needs to better understand how to be more effective in multi-sector work. “

Maria Bobenrieth, Nike

About Level 1

Level 1: 5-day residential skills training: Applications are now being considered for Cohort 23 from any individual or organisation in the South East Asia and Australasian Region. Those from further afield will also be considered.

On this cohort numbers will be limited to a maximum of 24 participants, together with two lead trainers and a tutor, who have practical partnership brokering experience. We always seek to achieve a balance of participants from each sector (corporate, community, government and international agencies) so only accept a certain number from any one sector or organisation. Applicants are advised to get their application in promptly to avoid disappointment. **The early bird offer closes 4th December 2009 and the final deadline for all applications is the 31st January 2010.**

Programme starts: 4pm Sunday 14 March 2010

Programme finishes: 4pm Friday 19 March 2010

The trainers



**Ian Dixon – Founder and Principal
DIXON Partnership Solutions, PBAS (2005)**

Ian has more than 30 years experience in the public and private sectors, and has operated as a strategic partnership specialist and an 'independent 'partnership broker' since commencing his own business in 1999.

Ian has brokered numerous cross sector partnering projects, developed alliance models for economic development initiatives, undertaken reviews of regional development initiatives and regional partnership agreements, as well as coached and mentored partners in how to work effectively across boundaries.

Prior to starting his business Ian held a number of chief executive positions within the South Australian State Government in areas such as Industry & Trade, Mines & Energy and Local Government as well as Executive Director of Local Government Reform.

Ian has contributed to a number of boards, task forces and advisory bodies and is a Fellow of the Institute of Engineers and the Institute of Company Directors



**Julie Mundy –Executive Director, Catalyst Global
Leaders Initiative, Marie Stopes International,
PBAS (2005)**

Before moving into this role in June 2008, Julie was the founding CEO and Asia Pacific Regional Representative of Marie Stopes International Australia. She is an experienced multi sector partnership broker in the Indigenous and international development sectors across Asia and Africa.

Julie has specialist experience in not for profit governance, strategic planning, partnership brokering and management. Her overseas development work focuses on the leadership and institutional capacity building of NGOs and government counterparts and draws on her professional background of organisational development, human resources management and public health. She has a track record of building many successful complex partnerships for development between community, government and the corporate sector, particularly in Asia. Julie is on a number of NGO boards in Australia and Asia, is a Graduate of the Australian Institute of Company Directors and since 2007 has been an active mentor in the PBAS scheme.

About the venue and travel

The residential program will be held at the Mt Eliza Conference Centre, which is located on a stunning waterfront position on the shores of Port Phillip Bay and is a spectacular beachside heritage retreat. Mt Eliza is a dedicated conference facility with on site accommodation and recreational facilities.

Mt Eliza is located 50 kilometres southeast of Melbourne, about one hour from Melbourne CBD and 90 minutes from the Melbourne Airport.

Participants will have single study bedrooms, access to meeting rooms for small group work and study / private reading / reflection, together with a range of recreational activities. Special diets can be catered for. See www.mteliza.mbs.edu

Fees

The fee for Level 1 residential skills training is AUS\$6250 plus a GST of AUS\$625 (if applicable) and includes the following:

- ❖ All tuition and course materials (i.e. background reading and course handouts)
- ❖ 5 nights accommodation and all breakfasts, lunches and dinners
- ❖ All meeting facilities and equipment
- ❖ Does not include travel to and from the residential skills training course location

The fee for Level 1 will payable once your application has been approved.

EARLY BIRD OFFER: If registered and paid by 4 December, 2009 Level 1 Fee will be AUS \$5400 plus a GST of AUS \$540.

The fee for Level 2 of the Scheme is:

- * Level 2: £1000 UK. This includes mentor and assessment costs

Please note – Fee for level 1 will be payable once your application has been approved. Applicants are able to apply for Levels 1 & 2 together.

Your place on Level 1 or 2 will only be finally confirmed when full payment has been received.

Who do I contact about this Cohort?

PBAS is managed by The Partnering Initiative (TPI), a Global Programme of the International Business Leaders Forum (IBLF). Level 1 training is delivered in Australia and New Zealand under licence by DIXON Partnership Solutions, Australia's leading independent partnership brokering firm which has been operating since 1999.

Please contact Ian Dixon or Freda Bouras at DIXON Partnership Solutions through the contacts below:

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