

Partnership Brokers Training

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

Level 1 residential: South Pacific and Australasian Region

Melbourne, Australia 12 – 17 August 2012



What is Partnership Brokers Training?

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 Training** is designed to provide very real and practical brokering skills in all phases of the partnering process. The Program is separated into 2 Levels:

- * Level 1 is a 5-day residential brokering skills training;
- * There are 4 options for Level 2: Accreditation, Training Certificate, Research Certificate and Advanced Practice. All details can be found at: <http://partnershipbrokers.org/w/training/>

Further program information is available 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 training 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 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	

“This training 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 the August 2012 program from any individual or organisation in the South Pacific and Australasian Region. Those from further afield will also be considered.

On this cohort numbers will be limited and will be facilitated by two trainers 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 Friday 18 May, 2012 but will remain in place for applications from NGOs and the community sector. The final deadline for all applications and payment is Friday 13 July 2012.**

Program starts: 4pm Sunday 12 August 2012

Program finishes: 4pm Friday 17 August 2012

The trainers



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

Ian has more than 35 years experience in the public and private sectors, and has operated as a strategic partnering 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 is a Fellow of the Institution of Engineers and the Institute of Company Directors. He was Independent Chair of the Native Title Resolution Initiative in South Australia from January 2000 until February 2009.

www.iandixon.com.au



**Julie Mundy – Partnering and Development
Consultant, PBAS (2005)**

Julie is a highly experienced leader and consultant from the international aid and development arena, who focuses on cross sector partnering, leadership, strategy and governance.

In September 2010, Julie completed a 2 year undertaking as Director of Marie Stopes International's Global Leadership Development Initiative, where she was responsible for the design and delivery (with the Centre for Creative Leadership) of MSI's most senior leaders globally, including mentoring and coaching of Country Directors. Prior to this, she was the founding CEO and Asia Pacific Regional Representative of Marie Stopes International Australia.

Julie is an experienced multi-sector partnership broker in the Indigenous and international aid arena and has worked extensively across Asia, Africa and Europe for the last 20 years. In 2010 and 2011, Julie has also managed risk and exit strategies for large partnerships.

Julie is a director of a number of boards and advisory panels in Australia and the region.

About the venue and travel

The residential program will be held at the Mt Eliza Business School, which is located on a stunning waterfront position on the shores of Port Phillip Bay and is a spectacular beachside heritage retreat. The Business School 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 AUD \$6250 plus a GST of AUD \$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 be payable once your application has been approved.

EARLY BIRD OFFER: If registered and paid by 18 May, 2012 Level 1 Fee will be AUD \$5400 plus a GST of AUD \$540.

NGO & COMMUNITY SECTOR OFFER: The Level 1 Fee for any application from an NGO or Community Sector Organisation will be at the Early Bird rate. This offer remains open until the deadline for all applications, i.e. 13 July 2012.

The fee for a Level 2 course is £1500 UK.

Please note – Fee for Level 1 will be payable once your application has been approved. Your place on the programme is secured **only** when full payment is received.

Who do I contact about this Cohort?

Level 1 Training is delivered in Australia and New Zealand under licence by **DIXON Partnering Solutions**, Australia's leading independent partnership brokering firm which has been operating since 1999.

For further information regarding the program please contact Ian Dixon (idxon@iandixon.com.au) or Freda Bouras (freda@iandixon.com.au) at **DIXON Partnering Solutions**

Applications for the program should be forwarded to Freda Bouras at **DIXON Partnering Solutions** (freda@iandixon.com.au)

From January 2012, all partnership brokers training courses will be certificated / accredited by the Partnership Brokers Association - an independent, international, not-for-profit organisation being registered as a company limited by guarantee in the UK. All participants who complete the Partnership Brokers Level 1 training will become members of this professional association giving them access to further partnership brokering resources - research findings, tools, advanced (Level 2) training options.