

## Partnership Brokers Training –Overview Agenda

DAY 1	
AM	<p><b>Introduction to Partnership Brokering</b> We will introduce you to the course and the principles of partnership brokering.</p>
	<p><b>Understanding Diverse Partnering Perspectives</b> In this session we take time to understand how different sectors look at partnerships and why these differences can sometimes result in tension or conflict. We help you to “make the case” for partnerships and understand why some groups may be more hesitant to engage. Group dynamics and the importance of the broker are discussed.</p>
PM	<p><b>To Partner or Not to Partner?</b> Partnering isn’t always the best option and there are many issues to consider. We will introduce the uncertainty cycle and discuss when and when not to partner.</p>
	<p><b>Effective Partnering Negotiations</b> Learning to negotiate effectively is a skill critically important to partnership brokering. We will provide you with tools to navigate difficult situations and get through inevitable challenges of partnership.</p>
	<p><b>What is Partnership Brokering?</b> The most common response we get from alumni of this course is that we have allowed them to put a name to what they do and provided the tools to do it more effectively. We will explore the role of a partnership broker, the art &amp; science of brokering and discover what kind of a broker you are.</p>

*“I found the training week highly experiential, very carefully designed using a range of pedagogical approaches and training methods. It is a great program for those who wish to learn the key principles for mobilizing multi-sector partnerships. More importantly, the program connects one to a rich network of partnership broker professionals worldwide.” – Corporate Participant*

DAY 2	
AM & PM	<p><b>Designing &amp; Facilitating Workshops</b> Effective facilitation is critical to the success of a multi-stakeholder partnership. It takes courage and hard work to be successful and we provide participants with insights on how to give and receive feedback as a facilitator.</p>
	<p><b>Role Play</b> In this session we have a highly interactive role play activity that allows participants to assume different roles from different sectors to simulate what they will encounter when brokering partnerships. The day helps participants get into the “shoes” of others to understand and appreciate their perspective and the complexity of partnerships.</p>
	<p><b>Reflections on the Role Play Sessions and Homework</b> We debrief to gather insights and learning from the role-play experience. Many are nervous about the vulnerability of role-playing but say it is a very impactful exercise.</p>

DAY 3	
AM	<p><b>Reaching an Agreement</b> Moving from verbal to formal agreement is both an art and a science. We introduce how to move from initial excitement, to the messy middle to securing enough buy-in to move forward. Different forms of agreements are discussed.</p>
	<p><b>Managing &amp; Maintaining Partnerships</b> This session explores managing and maintaining part of the partnership cycle. It uses complexity theory and storytelling to bring the process and challenges to life. It provides tangible tools for this phase: establishing good governance, deepening engagement, improving communication, and building organizational capacity.</p>
PM	<p><b>Collaboration &amp; Leadership</b> We will practice collaboration and leadership through a fun game that gets participants thinking AND moving. Lots of laughs and ah-ha moments help participants understand that partnership requires a new form of leadership.</p>
	<p><b>What Makes a Successful Partnership Broker?</b> This session helps participants wind down after a busy day through an interactive discussion about the qualities that make a successful partnership broker.</p>
	<p><b>Reviewing &amp; Revising Partnerships</b> The review and revise stage of a partnership is critical but often forgotten or rushed through. Key elements are introduced to set up for day four.</p>

DAY 4	
AM	<p><b>Planning a Partnership Review</b> Participants plan a partnership review and then present their approach to their peers for feedback and used by participants for their own partnership reviews.</p>
	<p><b>Professional Development</b> There are many key skills for partnership brokers and this session will help you identify where you excel and gaps that others could help fill.</p>
	<p><b>Sustaining Outcomes</b> How do you “move on” from partnerships in a way that sustains the outcomes achieved? Different approaches are discussed and analyzed so that partners can be prepared for this critically important phase of the partnering process.</p>
PM	<p><b>Action Planning</b> We develop a practical action plan that enables participants to implement their learning immediately to strengthen their current partnerships work.</p>
	<p><b>Principles &amp; Practice</b> We end the intensive four-day course with closing thoughts and encouragement to be brave and courageous in future partnership work.</p>