



Certificate in Brokering Partnerships Remotely

Americas cohort: 8th Sep – 6th Oct 2021

Course Curators: Catherine Russ with Helga van Kampen and other guest co-curators

This course is designed for people who want to develop their skills and confidence in working remotely to build, manage and optimise multi-stakeholder partnerships and other forms of collaboration. Whether because of Covid-19 lock down and social isolation, or because partner locations are hard to reach, or resources for travel are scarce, brokering partnerships remotely is rapidly becoming the new normal. Being unable to meet in person requires that we build energising new approaches that are tailored to working at a distance and that combine creativity ('art') and rigour ('science').

The aims of the course – both for the course team as well as for the course participants – are to:

- **Explore** this emerging paradigm and create new knowledge from the first-hand experiences of the group
- **Build** our understanding, skills and capacities as partnership practitioners working remotely
- **Enable** us to broker partnerships remotely with confidence and courage in a world that needs collaboration more than ever before

The course will provide you with a **central framework** to focus your efforts in creating effective virtual partnerships. It explores four essential, interconnected elements and considers how each can be applied to remote partnership work:

- **MINDSET:** Ensuring the mental models, cultural attitudes, and clear values are jointly understood and lived.
- **SKILLSET:** Understanding the competencies needed within each partner group to keep the partnership running smoothly.
- **TOOLSET:** Using fit-for-purpose approaches that are co-developed and applied to help the partnership achieve its objectives.
- **LEADERSHIP:** Identifying and supporting skilled and courageous individuals so they can bring out the best in each other, regardless of the challenges of working remotely.

By blending systematic approaches and clear intention with strong values and principles you can work with partners to build effective, resilient and potentially transformative results.

The course runs over a 5-week period and involves participants in committing 4-6 hours per week. The course team provides a range of inputs including: a course manual, videos, interactive modules, setting tasks for small group work and weekly 90 min webinars on Wednesdays at 15:00 UTC (8:00 Seattle & Vancouver / 10:00 Bogota, Lima & Mexico City / 11:00 Ottawa & Washington DC / 12:00 Brasilia / 15:00 Dakar / 16:00 Abuja & London / 17:00 Johannesburg & Amsterdam / 18:00 Nairobi).

Language: The course is delivered in English so a fluent knowledge of English is needed. Some of the materials (Course Manual) can be available in French, Spanish and Portuguese. Participants can also choose to submit their journals in Spanish, Portuguese or French instead of English.

Certification: Participants are expected to participate in weekly webinars, Practice Partnership Group meetings and contribute to the course Learning Forum. Each participant is required to produce a 'journal' (written, video and/or visual) that will be reviewed by a qualified partnership broker who has relevant experiences in remote partnering. Participants who complete the course requirements will be awarded a formal **Certificate** by the **Partnership Brokers Association** – the leading global organisation providing vocational training in this field.

This course is for partnership practitioners with responsibility for mobilising, brokering or managing partnerships in scenarios where those involved rarely (if ever) meet face to face. If you are supporting partnerships remotely, and you feel challenged and/or isolated in this role, this course will provide insight, knowledge, practical advice and a community of support. Cohorts will be small (typically around 30 participants) to ensure attention can be paid to individual needs.

The course fee is £475 per person, for any participant whether booking and paying for their place individually or being booked and paid for by their employer. **To register for the course please [click here](#).**

"This course was very thought-provoking, informative and supportive of my learning and practice in building and managing partnerships remotely. I have saved all the resources knowing I will likely refer to them often in the future, and continually have something to learn from them. It was a rich experience. Thank you."

"Covid-19 is the great motivator to try out different things in working remotely – whether with internal colleagues or with external partners"

(Quotes from alumni of previous cohorts)