

TRAINING FORMAT

This mixed training consists of both online and in-person sessions. This means that you must be able to access Zoom and attend the in-person sessions in Calgary.

See the schedule below for more information dates/times.

COMMITMENT

Your personal contribution both online and in-person as a member of the training cohort is important. Full attendance at all sessions is required to receive your certificate.

VENUE

The University of Calgary,
MacEwan Hall Conference Centre,
2500 University Dr NW,
AB T2N 1N4



PARTNERSHIP
BROKERS ASSOCIATION

PARTNERSHIP BROKERS TRAINING

Calgary, CA | October to November 2025 | Mixed Training

Unlock the transformative potential of partnerships and harness their collective power to drive meaningful impact across sectors and communities. In today's interconnected world, where complex challenges demand innovative solutions, partnerships emerge as indispensable vehicles for driving change. By bringing together diverse stakeholders from business, nonprofit, government, academia, and philanthropy, partnerships foster collaboration to amplify impact in ways that individual actors simply cannot achieve alone.

Led by seasoned Authorised Practitioner Trainers from the Partnership Brokers Association (PBA), the Partnership Brokers Training (PBT) is designed to equip participants with the skills and insights needed to navigate the intricacies of partnership brokering and leadership. Crafted to resonate with learners from all backgrounds and sectors, the training blends theoretical insights with hands-on applications.

The PBT provides a nurturing environment where professionals can hone their skills through peer and scenario-based learning while leveraging insights to reflect upon the partnership cycle to inform their own partnership practice. The training not only equips participants with practical skills but also empowers them to champion a culture of collaboration and partnership within their respective organisations and communities.

Upon successful completion, graduates gain access to advanced pathways such as the Partnership Brokers Accreditation programme and/or the Brokering Certificate in Advanced Practice.

THIS COURSE PROVIDES:

- ✔ A framework for creating robust, efficient and impactful partnerships
- ✔ Strategies to overcome common and complex partnership challenges
- ✔ Unique, fit for purpose tools and techniques for brokering partnerships that get results
- ✔ Enhanced confidence and competence as a partnership practitioner
- ✔ Personal and professional insights that build competencies to support successful partnerships
- ✔ A focus on critical partnership principles, to drive values-based partnerships for stronger results
- ✔ A safe space for you to experiment and explore new ideas
- ✔ Space for reflection on your partnering experiences
- ✔ Access to a vibrant global network of over 4,000 alumni and an opportunity to join as a professional member of the Association.

Participant Profile

This course is designed for active practitioners involved in the management and development of cross-sectoral, multi-stakeholder partnerships and is not an introductory course. Participants will need to have had some experience working to build effective and innovative collaborations between two or more partners. Past graduates have come from business, the community, government, international development agencies and non-profits working in and across diverse spheres.



The course met my expectations by enabling me to practice skills, learn new tools and activities, and deepen my understanding and framework for partnership brokering. I am better equipped to explain why partnership isn't just working together, and brokering isn't negotiating alone.

Course Graduate, May 2023



Further Opportunities

Participants who successfully complete the training will be awarded a Partnership Brokers Association certificate and granted access to a global network of over 4,000 professional alumni. PBA alumni are eligible to apply for Advanced Practice training, and the globally-recognised and mentored programme leading to a professional qualification as an Accredited Partnership Broker.

Registration & Fees

The fee for the training is CA\$2,700.00 plus GST (CA\$2,835.00). This includes tuition costs, background reading materials, copies of all the training materials, lunches and snacks. The fee does not include travel or accommodation. The fee will be payable with your application. Your place on the course will be secured only when full payment has been received. If you would like to be invoiced, please contact jocelyne@jsdaw.com. Invoice payments is required within 7 days. Refund of 50% are only issued up to 30 days before the event. Please note this is the official policy for the course.

Register for the training here: <https://partnerships.jsdaw.com/pbt>

TRAINING TEAM

Jocelyne Daw, APB



Jocelyne Daw is a recognised leader and change maker in building authentic multiple-sector partnerships. She has built a career spanning four decades bringing diverse stakeholders and organisations into partnerships and keeping them productive and progressive. She is committed to helping people and organisations build capacity to make their partnerships more effective and impactful. Jocelyne is an internationally published author and speaker in innovation and collaboration and is an Accredited Partnership Broker and Trainer.

Fawna Bews, APB



Fawna Bews has a Masters in Counselling and is an Accredited Partnership Broker. What really fires her up is the 'how' of getting along. She believes that on a planet of 7 billion people we have the capacity to solve the complex problems that keep us from all enjoying a full and happy life. With most of her career spent with traumatized people, she is capable and confident in navigating the choppy waters of relationship building, creating trust and using tools and strategies to gets projects done faster and with greater ease than expected.

GET IN TOUCH

 www.partnershipbrokers.org

 jocelyne@jsdaw.com

 Partnership Brokers Association

Partnership Brokers Association

Since its inception in 2003, the Partnership Brokers Association (PBA) has served as the leading global authority and training hub for professionals engaged in managing partnership processes. With insights gleaned from international practitioners, PBA continually refines its training initiatives to promote professionalism and integrity in brokering multi-stakeholder partnerships. Dedicated to elevating partnering knowledge and practice, PBA empowers practitioners to adopt principled and skilled approaches, fostering partnerships that drive sustainable change and impactful outcomes. Through its advocacy efforts, PBA underscores the importance of partnering processes in achieving ambitious results across all sectors.

TRAINING SCHEDULE

Online	Thursday 30 October 10 am - 12 pm (MDT)
Online	Friday 31 October 10 am - 12 pm (MDT)
Online	Thursday, 6 November 10 am - 12 pm (MST)
Online	Thursday, 7 November 10 am - 12 pm (MST)
In-Person (Calgary)	Monday, 17 November 8.45 am - 5 pm
In-Person (Calgary)	Tuesday, 18 November 8.45 am - 5 pm
In-Person (Calgary)	Wednesday, 19 November 8.45 am - 5 pm

INDICATIVE TIMETABLE (Some details may change)

PARTNERSHIP BROKERING TRAINING: Online: Oct. 30-31 & November 6, 7 | In person – Nov. 17-19, 2025

Trainer: Jocelyne Daw & Fawna Bews, Accredited Partnership Brokers, Authorized Partnership Practitioner Trainers

Online Course			Day 2 In Person Nov. 17, University of Calgary	Day 3 in Person Nov. 18, University of Calgary	Day 4 In Person Nov. 19, University of Calgary
SCOPING			BUILDING	MANAGE & MAINTAIN	REVIEWING & REVISING SUSTAINING OUTCOMES
<ul style="list-style-type: none"> Welcome & Introductions Objectives of course Partnerships: concepts & frameworks 	Oct. 30 10 am – 12:00 MST	08:45 for 9:00a m sharp	<ul style="list-style-type: none"> Online course reflections Preparing for the partnership practice scenario Designing and co-facilitating partnering workshops 	<ul style="list-style-type: none"> Plenary Reflections on role play and scoping phase What makes a good enough agreement? Formal agreement options and how to develop them and brave spaces 	<ul style="list-style-type: none"> Overnight reflections Reviewing and revising partnerships – Health checks, success indicators and more
		10:45	Break	Break	Break
<ul style="list-style-type: none"> Benefits of partnering Understanding diverse sector perspectives: Drivers & risks 	Oct. 30 10 am – 12:00 MST	11:00	<ul style="list-style-type: none"> Scenario Practice Sessions – Partnership Broker Team – 1 & 2 	<ul style="list-style-type: none"> Managing & maintaining partnerships 	<ul style="list-style-type: none"> Sustaining outcomes – final stage of the partnering cycle Reflective practice to improve partnerships
		12:30	Lunch	Lunch	Lunch
<ul style="list-style-type: none"> What is 'partnership brokering'? Skills, attributes & Competencies 	Nov. 6 10 am – 12:00 MT	13:30	<ul style="list-style-type: none"> Giving and receiving feedback Scenario Practice Sessions Partnership Broker Team – 3 & 4 	<ul style="list-style-type: none"> Collaboration and Leadership: The Chairs Game Understanding group dynamics in partnerships 	<ul style="list-style-type: none"> Professional development Action Planning Critical friend sessions
		15:00	Break	Break	Break
<ul style="list-style-type: none"> To partner or not to partner? (internal alignment) 	Nov. 7 10 am – 12:00 MT		<ul style="list-style-type: none"> Techniques to help partners to reach agreement 	<ul style="list-style-type: none"> Embracing Diversity / Managing Discord 	<ul style="list-style-type: none"> Partnership brokering – what does it take to be successful? Closing Session

<ul style="list-style-type: none"> • Navigating differences • Interest and Maximizing value negotiations 					
Finish		17:00	Finish	Finish	Finish – 5pm close