



# Building Effective Partnerships for Development

**3-DAY PARTNERSHIP TRAINING COURSE:  
Barcelona, December 14-16, 2016**



the  
partnering  
initiative



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Ajuntament de  
Barcelona





## 3-day training course: **Building Effective Partnerships for Development**

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### Overview

Many of today's societal, environmental, business and humanitarian challenges are so complex and interconnected that they can only be tackled by different sectors working together. From local multi-stakeholder collaborations to global alliances: governments, business, civil society, and development agencies are joining their resources and competencies to stimulate innovation, maximise impact, and ensure sustainability.

However, effective collaboration between stakeholders with different missions, interests, cultures and even vocabularies is difficult to achieve. It requires common understanding across partners; collective leadership; a collaborative mindset and a key partnering skill set; and both strong relationship management and output-focussed project management. With these critical elements in place, partnerships can achieve real impact. Without them, partnerships are likely to under-perform or fail altogether.

To address the vital challenge of partnering capacity, The Partnering Initiative (TPI) and the Centre of Partnerships for Development (CAD) have pioneered a range of training courses, delivered around the world. This **3-day course** develops skills, understanding and knowledge for effective cross-sector partnering, and balances core knowledge with highly interactive, experiential learning through role play, 'serious games' and peer-to-peer exchange. The course optionally leads to a **Certificate in Partnering Practice**.

### Typical participant profile

The course is designed to benefit organisations from all sectors, from government officials to civil society organisations, private sector organisation, UN and other international organisations, who need to build their knowledge, understanding and skills of how to work effectively in partnership. It is suited both to new partnership practitioners and those with some partnering experience who wish to complement and formalise their learning with frameworks, practical tools and experiential learning.

### Trainers

**Katie Fry Hester** is a Senior Associate at The Partnering Initiative. She leads Business Partnership Action (BPA) which supports the creation of locally-owned and run country-level platforms that facilitate 'win-win' partnerships between companies, international agencies, government and NGOs. She is an Accredited Partnership Broker with over 15 years of international experience in multi-sector partnerships, stakeholder engagement, CSR strategy development and capacity building.

**Fernando Casado Cañeque** is the founder and director of CAD bringing together 20 years' experience working with international organizations in the development field. He is a Ph.D. economist and journalist specialized in projects related to economic and sustainable development. He has worked as strategic advisor to a variety of international organizations such as UNDP, UNIDO, UNDSO, UNEP, OECD, IADB and the World Bank.

**Philippe Jochaud** is a founding partner at CAD responsible for the area of cross sector partnerships. He has been working in Europe, Africa and Central America providing strategic and technical advice, training and capacity building in Partnership to international organizations (UN funds and agencies) bilateral organizations, development banks, private sector, and civil society organizations. Philippe is also author of several publications relating to partnership.

## Aims of the course

By the end of the course, participants will have gained:

- Understanding of the rationale for, and risks of, partnering and when, and when not, to partner;
- Appreciation of what each societal sector has to offer along with their drivers, societal roles, mindset and challenges;
- Clarity over what constitutes a 'transactional collaboration', what is a 'genuine partnership' and where each may be appropriate;
- Understanding of the process of developing partnerships and appreciation of the 'guiding principles', challenges and success factors behind effective partnership;
- Understanding of what it takes to be a 'good' partner, and development of some of the essential human relationship-building and negotiation skills required;
- Understanding how to create partnering agreements, implement and manage partnerships successfully;

## Learning in a Zen Environment

The partnership course will take place at the San Felip Neri residence, a historical site from the seventeenth century, with a modernist touch from the nineteenth century, maintaining an institutional charisma lead by the Philippian Community of San Gervasio along with a group of like-minded people. The center has created an environment of spiritual practice and personal transformation inspired by the Christian contemplative tradition, Zen practice and the cultivation of human values, opening a space that links cultural roots with the plural world in which we live.

## Certification and continued professional development



After the course, participants may optionally submit for the Certificate in Partnering Practice. Certification demonstrates that the holder has a level of knowledge of partnering standards and competency in cross-sector partnering.

To gain certification, each participant submits a reflective essay (1500-2000 words) to demonstrate knowledge and the contextualisation of the learnings of the course within their own situation. Participants are provided feedback, tips and advice on their professional situation and suggestions for improving their essay. The essay is then examined by TPI and a Certificate in Partnering Practice awarded if the appropriate standard is reached.

## Cost

3-day non-residential course (including training materials, lunches, coffees):

1200€ companies and international organizations,  
1000€ Non-Profit/Gov

Optional Certificate in Partnering Practice: £300

## Dates and location

The course will be held from 09 a.m. on the 14th of December until 3 p.m. on the 16th of December 2016. It will take place in Barcelona, Spain, at the Casa Sant Felip Neri, Carrer Nena Casas, 37-47 08017 Barcelona.

## About The Partnering Initiative

The Partnering Initiative (TPI) is an independent, UK-based charity with 20 years of leading-edge work in the theory and practice of cross-sector partnership.

TPI facilitates widespread, systematic and effective collaboration between civil society, government, development agencies and business by: developing capacity; providing direct support to individuals, organisations and partnerships; building in-country platforms for collaboration; and setting standards in partnering practice through its range of tools and guidebooks.

As a not-for-profit organisation, any surpluses from the delivery of courses is put back into original research on partnering.

## About Global CAD

CAD, the Centre of Partnerships for Development, was established in 2006 with the aim of promoting cross-sector partnerships. With headquarters in Barcelona and presence in Berlin and Washington, CAD has formed a global network of experts specialised in fields related to human and sustainable development that share a common belief in the potential of cross sector partnerships. CAD collaborates with a number of multilateral organisations, public institutions, private sector companies as well as Non Governmental Organisations across conducting research, developing contents and trainings, or providing technical or strategic advice.

## About the Barcelona International Peace Resource Centre (BIPRC)

The Barcelona International Peace Resource Center (BIPRC) is the outcome of an initiative launched by Barcelona City Council to promote the culture of peace through dialogue, awareness-raising, and training in crisis management and conflict resolution.

Created in 2009, the BIPRC is the only center of its kind in Spain. Its work is inspired by the philosophy of centers around the world specializing in crisis management and peace operations. The BIPRC's main activity is an international specialized training program designed to meet the extensive learning needs of civilian personnel and to equip them with the skills they need to engage in field operations around the world. The center offers a range of training courses aimed at professionals working in peacebuilding, complex crisis management, and humanitarian affairs.

## Registration

Please register via the course's Eventbrite page:

**<https://building-effective-partnerships-for-development.eventbrite.es>**

## Further information

[www.partnerinit.org/training](http://www.partnerinit.org/training)

[www.bcnpeacecenter.cat](http://www.bcnpeacecenter.cat)

[www.globalcad.org](http://www.globalcad.org)