

## Exploring Partnership Brokering Science in Social Entrepreneurship: A Literature Review

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**Abstract :** Increasingly, individuals from diverse professional and academic backgrounds are making a conscious choice to pursue careers related to social change; a sophisticated understanding of social entrepreneur education is becoming ever more important. Social entrepreneurs are impassioned change makers who characteristically combine leadership and entrepreneurial spirits to problem solve social ills affecting our planet. Generating partnership opportunities and nurturing them is an important part of their change-making work. Faced with the complexities of these partnerships, social entrepreneurs and people who work with them need to be well prepared to tackle new and unforeseen challenges faced. As partnerships become even more critical to advance initiatives at scale, for example, understanding the partnership brokering role is even more important for educators who prepare these leaders to establish and sustain multi-stakeholder partnerships. This paper aims to provide practitioners in social entrepreneurship with enhanced knowledge of partnership brokering and identify directions for future research. A literature review search from January 1977 to May 2015 was conducted using the combined keywords 'partnership brokering' and 'social entrepreneurship' via WorldCat, one of the largest database catalogs in the world with collections of more than 10,000 worldwide. This query focused on literature written in the English language and analyzed solely the role of partnership brokering in social entrepreneurship. The synthesis of the literature review found three main themes emerging: the need for more professional awareness of partnership brokering and its value add in systems change-making work, the need for more knowledge on developing partnership brokering competencies, and the need for more applied research in the area of partnership brokering and how it is practiced by practitioners in social entrepreneurship. The results of the review serve to emphasize and reiterate the importance of partnership brokers in social entrepreneurship work, and act as a reminder of the need for further scholarly research in this area to bridge the gap between practice and research.

**Keywords :** partnership brokering, leadership, social entrepreneurship, systems changemaking

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