**Broker study - Terms of Reference**

These studies will narrate and analyse the life histories of borderland brokers, providing a detailed account (between 3,000 to 4,000 words) of each individual’s life/career. They will be drawn, where possible, from extended discussions/interviews with these key individuals, but the facts will also be triangulated through other interviews and or engagement with other sources (e.g. media reports, existing academic studies).

This account should document the key details and turning points of each broker’s life but also reflect on some wider analytical points raised below, which have been drawn from the working typology of brokers developed in the literature review. While we think it is important to reflect on these points, we think it is important that the narrative voice of the broker themselves comes through. We also want to avoid these studies becoming a tick box exercise. Each study should have a final concluding where some of the wider implications of the study can be explored.

* **Origins/context** – why has this individual been selected, why should they be considered a ‘broker’? Where has this individual come from? What is the wider political/social context that influenced their decision to become a broker? How does their identity (ethnicity, gender, class etc) influence their role? How has their role been shaped by mobility/space – have they moved around during the course of their life and if so, how has this affected their brokerage role?
* **Career trajectory** – Provide an account of the key turning points in this individual’s career. Did their allegiances or strategies change over time and if so, why? How did these shifts relate to wider changes in the economic/social/political environment? Was being a broker a fundamental part of their career or a transitory phase?
* **Personal characteristics/capacities** – what characteristics, skills or capacities have enabled the broker to mediate between different communities or negotiate change in the political/economic climate?
* **Networks/Organisations/Institutions** – to what extent has this individual worked through/with state/non state networks, organisations or institutions? (e.g. paramilitary group, political party, company, NGO)? How has their relationship with or position within these groups changed over time? How have they co-operated or clashed with other brokers? How have changes in power configurations and institutional arrangements affected the broker’s role?
* **Resources/boundaries** – what kind of resources does this broker deal in – economic, security, political, social, or some combination of these? What social/administrative/cultural/economic/political boundaries or borders has the broker crossed or mediated? How have these brokers worked to activate/consolidate certain boundaries?
* **Source of power** – does the brokers’ power stem largely from the margins (embedded) or the centre (representative), or from their lack of attachment to either (liaison)? Where does the demand for brokerage in this case come from? Did this demand change over time?
* **Outcomes** – What have been the consequences of this brokers’ role? Have they helped to empower their constituency, further their private interests, or entrenched existing power relations (between centre/periphery, social groups, gender relations)? Has this individual been instrumentalised or fulfilled certain functions on behalf of more powerful actors?
* **Wider conclusions** – what does this case tell us about the (changing) nature of centre periphery relations? Does it fit clearly with the working typology, or suggest the need for new/amended categories?
* **Evidence** – what evidence has been drawn on to produce this study? Are there any obvious gaps/points of disagreement between the interviewees/sources?

In addition to the analytical account, these broker studies should also include attached interview notes or transcripts and a list of key references (e.g. of key news articles or existing academic studies which help to make sense of the broker’s role).