Partnerships, Politics & Personalities

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Session Objectives

• Learn to assess collaborative opportunities

• Learn tactics to make partnerships successful

• Understand how strategic partnerships can enhance organizational capacity and lead to better community outcomes
What is a Partnership?
Why build partnerships?
So, what makes a good partnership?
Benefits of Partnering

- Cost savings
- Economies of scale and scope
- Extends the reach/benefit of your work
- Positive influences
- Leverages funding
- Learn/develop new skills, knowledge
- Increase diversity
- Increase synergy
So, how do you build them?
Find the right partners
Steps to making strategic partnerships work

- Find the right partners
- Involve partners from the start
- Share control
- Agree on how to make decisions
- MOUs
Challenges to effective partnering
Questions are guaranteed in life; Answers aren't.
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