STEPS TO A SUCCESSFUL COLLABORATION... WHILE STILL PROTECTING YOUR ORGANIZATIONS INTERESTS

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IN THE NEXT 90 MINUTES WE WILL

- Define Partnership and Collaboration
- Identify Examples of Collaborations
- Idea Scope a Collaboration for Your Organization
- Learn about the Steps for a Successful Collaboration
- Work Through the Steps with a Partner
PARTNERSHIP ACCORDING TO WEBSTER

PARTNERSHIP

1: the state of being a partner: PARTICIPATION <scientists working in partnership with each other

2a: a legal relation existing between two or more persons contractually associated as joint principals in a business <began a legal partnership with his uncle> b: the persons joined together in a partnership <the partnership computes its net income ... in a manner similar to that of an individual — J. K. Lasser

3: a relationship resembling a legal partnership and usually involving close cooperation between parties having specified and joint rights and responsibilities <The band has maintained a successful partnership for 10 years.
COLLABORATION ACCORDING TO WEBSTER

COLLABORATION

1: to work jointly with others or together especially in an intellectual endeavor <An international team of scientists collaborated on the study

3: to cooperate with an agency or instrumentality with which one is not immediately connected <The two schools collaborate on library services

... Per CENTER FOR NONPROFIT EXCELLENCE

• Collaboration is about working together for a common goal.
• Collective Impact is a multi pronged coordinated approach to complex issues that uses collaboration to affect change within a community.
EVERY GROUP PROJECT IN SCHOOL YOU HAVE EVER DONE

DOES 99% OF THE WORK

HAS NO IDEA WHAT'S GOING ON THE WHOLE TIME

SAYS HE'S GOING TO HELP BUT HE'S NOT

DISAPPEARS AT THE VERY BEGINNING AND DOESN'T SHOW UP AGAIN TIL THE VERY END
REASONS TO COLLABORATE/PARTNER

• Cut Costs
• Efficiency
• Ingenuity
• Leadership Development
• Advocacy
• Expansion
POTENTIAL COLLABORATORS

- Government
- Public and private schools
- Nonprofit organizations (associations, clubs, human service organizations, etc.)
- Faith-based organizations
- Businesses and Corporations
- Community Groups
IDEA SCOPING ACTIVITY

I'VE JUST HAD THIS REALLY BIG IDEA
STEPS TO A SUCCESSFUL COLLABORATION

• Starts with an idea of an initiative, program, event
• Define YOUR goals
  ▪ Vision
  ▪ Outcome/Impact
  ▪ Publicity/visibility
  ▪ $
  ▪ Expand pool of audience
• Describe why creating a collaboration is needed to accomplish your goal
• Seek organizations, businesses who have common goals
• Talk about pros/cons collaborating with that potential organization
STEPS TO A SUCCESSFUL COLLABORATION

• Identify a representative from your organization and other potential staff, volunteers assisting

• Assemble the members and start outlining the vision and mission of this collaboration

• State the objectives or goals, needed resources and relationships to accomplish your objectives, and key agents of change in the collaboration

• Re-examine the group's membership in light of your vision, mission, and objectives

• Describe potential barriers to your partnership's success and how you would overcome them
STEPS TO A SUCCESSFUL COLLABORATION

• Identify what financial resources will be needed to support the group's activities and infrastructure

• Describe how the coalition will function as an organization and how responsibilities will be shared among partner organizations

• Describe the structure the collaborative partnership will use to do its work
  • Governing structure for decision making
  • Rules by which everyone will operate
  • A planned distribution of work
  • Are sub-committees needed

• Create document with clear roles, responsibilities, expectations, and deadlines
ACTIVITY 2

• Find a partner next to you – pick one of your ideas to work on.

• Review your Idea Scoping activity and walk through the steps to collaboration with one of your chosen Proposed Collaboratives
POTENTIAL COLLABORATORS

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- Faith-based organizations
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STEPS TO A SUCCESSFUL COLLABORATION

• Describe how the group will maintain momentum and foster renewal if needed
  • Indicate how the group will assure the 6 R's for maintaining engagement of all participants (according to the Community Tool Box)
    • Recognition
    • Respect
    • Role
    • Relationships
    • Reward
    • Results
STEPS TO A SUCCESSFUL COLLABORATION

• Conduct regular meetings to check in and cover the following:
  ▪ Leadership
  ▪ Operating rules and governance
  ▪ Division of labor
  ▪ Plans, short- and long-term
  ▪ Actions
  ▪ Funding, current and planned
  ▪ Visibility and public support
STEPS TO A SUCCESSFUL COLLABORATION

• Describe potential barriers or opposition to your collaboration's success and strategies to overcome them

• Revisit your plan to identify and recruit new or additional members

• When maintaining the coalition at its current level is no longer appropriate or feasible, consider other alternatives
  ▪ Growing
  ▪ Spin off another coalition
  ▪ Change focus
  ▪ Merge with another, like-minded organization
  ▪ Cut back
  ▪ Simply dissolve the coalition
PARTNERSHIP

PARTNERSHIP EVERYWHERE
QUESTIONS?

SAMPLE COLLAB AGREEMENT:
HTTP://CTBR.HUNTER.CUNY.EDU/SITES/DEFAULT/FILES/COLLABORATION_AGREEMENT_FORM.PDF
THANK YOU...

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