

Hands-on Tools for Managing through Hard Times

Collaborations Workshop

Workshop Learning Objectives

- **Participants will learn what considerations are important in a collaboration.**
- **Participants will be introduced to a planning framework for collaboration.**
- **Participants will share with each other their own experiences and prospects for collaboration.**

What Does Collaboration Mean?

A collaborative relationship is:

- **Mutually beneficial**
- **Well-defined**

What Does Collaboration Mean?

A collaborative relationship is characterized by:

- **Common goals**
- **Shared accountability**
- **Shared resources and recognition**

Why Collaborate?

- **To preserve and grow what is core to your organization**
- **To maintain critical services in your community during a recession**
- **To build your capacity to deliver more of what clients and members want and need**
- **To do more and better than you can do on your own**

Collaboration: Relevant Examples

- **Sharing information, referrals, services and resources with complementary organizations**
- **Partnering with local businesses and community organizations**
- **Participating in coalitions and associations, to share best practices and to advocate for change**

Steps To Collaboration

Steps to Collaboration

Planning

Assess your motivation: Why collaborate?

- **Expand capacity**
- **Extend reach**
- **Lower costs**
- **Provide more effective services**
- **Improve credibility**

Source: Jerry Kitzi, President, Social Venture Partners, “Cooperative Strategy: Building Networks, Partnerships, and Alliances”

Steps to Collaboration

Planning

Set a goal:

What would success look like for our clients, members, community, organization?

Examples:

- **Clients have access to a full range of services.**
- **Our financial reporting is accurate and on-time.**
- **All community members are aware of our programs.**
- **Funding for emergency food has increased.**

Collaboration Planning Worksheet

- 1. Complete the Collaboration Planning worksheet**
- 2. Share your motivations and outcomes with the person next to you.**

Steps to Collaboration

Partners

Find a partner: Who can help us accomplish the outcomes we've identified?

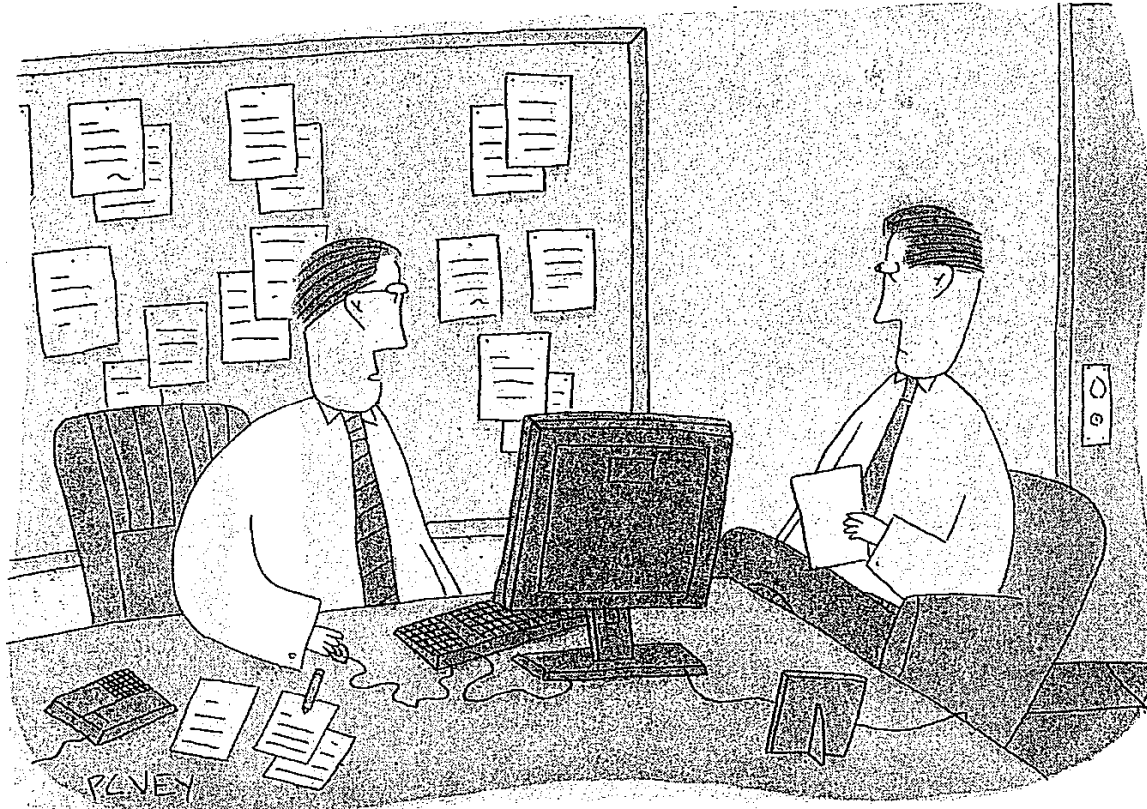
- ✓ **Do we have a history of working together or with others?**
- ✓ **Do we have similar organizational cultures and values?**
- ✓ **Why are they interested in collaborating?**
- ✓ **What would they contribute?**

Steps to Collaboration

Structure and Document

- **Structure the relationship: What are the decisions need to be made as we work together? Who makes them? How will we deal with disagreements?**
- **Document your agreements: Responsibilities, resources, key roles, reporting requirements, public communication.**

But wouldn't it be easier...



“Sometimes I think the collaborative process would work better without you.”

Conversation

- **What concerns do you have about collaboration?**
- **What would help you move forward with collaboration?**

Common Barriers to Successful Collaboration

- **Tradition**
- **Turf**
- **Time**
- **Trouble**

Breaking the Barriers

- **Shared Goals**
- **New Traditions and Shared Stories**
- **Your thoughts?**

Ongoing Collaboration

- **Build in routine check-ups**
- **Renegotiate relationship as necessary**
- **Document changes**

Large Group Conversation

- **Are you seeking to collaborate?**
- **Are you part of a successful collaboration?**

Collaboration Works....

...when partners are committed to--

- ✓ **Common vision and shared perspective**
- ✓ **Mutual respect, understanding and trust**
- ✓ **Defined decision-making**
- ✓ **Open and frequent communication**
- ✓ **Flexibility**

Collaboration Works

Collaboration Requires Partners to Keep Their Eyes on the Prize:

What is the Best Outcome for the People We Serve?

Resources

This presentation also draws from the following sources:

- “Building Successful Collaborations: A Legal Guide for Nonprofits.” Lawyer’s Alliance for New York, 2007. www.lawyersalliance.org
- The Nonprofit Mergers Workbook. David La Piana, Amherst H. Wilder Foundation, 2000. www.wilder.org

Collaborations