

PARTNERSHIPS

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Developing Partnerships

- ▣ There are no blueprints in developing and maintaining partnerships
- ▣ There is no right way or wrong way to developing partnerships
- ▣ Essential for partners to be able to rely on each other

Reasons for Developing Partnerships

- ▣ Limited Funds
- ▣ Project affects multiple entities
- ▣ Technical expertise
- ▣ Common goal

Considerations

- ❑ Mutual Need- Need each other to accomplish the task
- ❑ Vision-What do we wish to accomplish?
- ❑ Inclusion-What kind of stakeholders are required to accomplish the task?
- ❑ Wavelength-Are we on the same wave length?
- ❑ Simple language-Are we speaking the same language?
- ❑ Cultures-Are there differences in the working culture of the partners?

- ▣ Catalyst-An entity that brings partners together
- ▣ Scope of partnership-Varies
- ▣ Priorities-Priorities can change
- ▣ Accountability
- ▣ Communication-Establish communication channels
- ▣ Power-Leave the egos at the door
- ▣ Skills and expertise
- ▣ MOU's or Cooperative Agreements

- ▣ Partnerships come in all shapes and sizes
- ▣ Too many partners
- ▣ Silent partners/working partners