

Collaboration

NonProfit Learning Center
Walla Walla Community College
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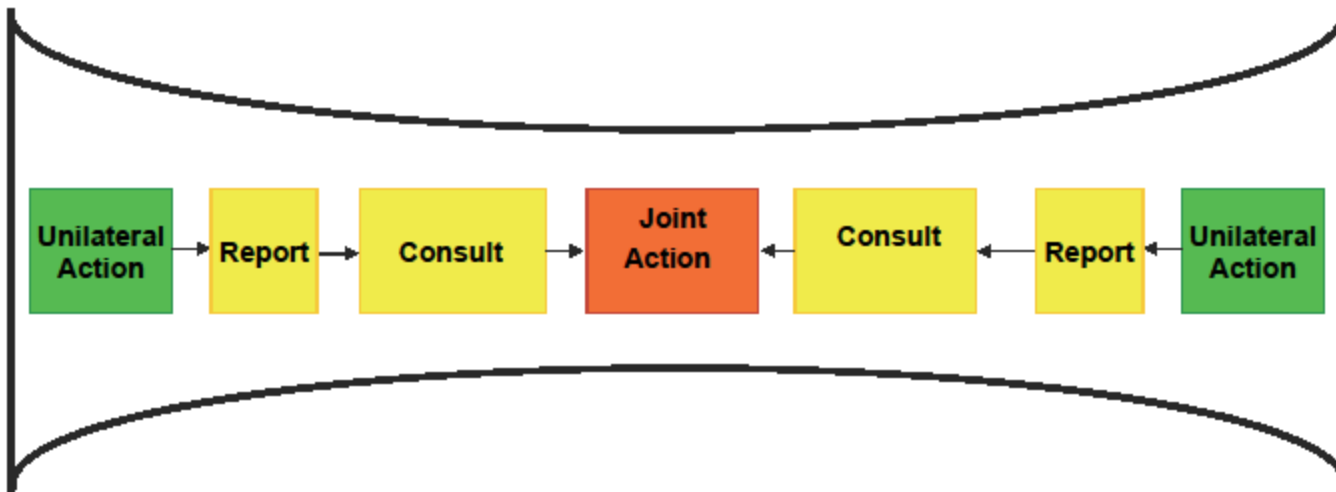
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What is Collaboration?

Relationship Continuum



Organizational Relationship Continuum

- Isolation
- Info sharing - 1 way
- Info sharing – 2 way
- Info sharing with input/feedback
- Coordination
- Cooperation
- Collaboration

Structures for Ongoing Collaboration

- **Collaboration with joint funding**
- **Contractual relationships**
- **Joint venture**
- **Partnership**
- **Management Support Organization**
- **Merger**

Why Collaborate?

Benefits of Collaboration

- Improve **services**
- Improve **management**
- Strengthen **financial support**
- Increase **cost effectiveness**
- Expand **community awareness**
- Synergy & **innovation**

Risks of Collaboration

- **Time:** takes longer to do it together than alone
- **Lack of capacity:** partner can't deliver
- **Conflicts:** values & priorities
- **Damage:** relationships & reputation

Best & Worst Collaborations?

Prerequisites for Success

- Common goals & compatible **values**
- Different **strengths**
- **Ability** to offset each others limitations
- **Capacity** to keep commitments
- **Structure** for decision-making, accountability & problem solving

Exploring Collaboration

- **Self Assessment**
- **Identification of potential partners**
- **Identify potential opportunities**
- **Clarify expectations**
- **Due diligence – understanding each other's capacity**
- **Written agreement**

Agreement Elements

- **Purpose & Scope**
- **Duration**
- **Decision-making structure & authority**
- **Legal & financial mechanisms**
- **Risk management strategies**
- **Accountability process & consequences**

Collaboration Ideas for Your Community ???

Could Working Together...

- **Enhance service quality?**
- **Serve those currently left out?**
- **Enhance management & increase accountability**
- **Strengthen board & donor engagement?**

Next Steps???

- **SWOT analysis** - strengths, weaknesses, opportunities, & threats
- Identify potential **partners**
- Joint **discussion**
- Capacity **assessment**
- Identify pros & cons
- **Proceed with clarity**