

Building Partnerships

CCC Fellows Retreat, Day 2

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Practice of Building Partnerships:

- Fellows complete a 15 minute individual exercise thinking about how these concepts apply to their projects.
 1. What partnerships already exist?
 - a. How do you engage and steward them
 - b. What are the possible challenges with known stakeholders?
 2. What partnerships need to be built?
 3. Are there any “sticky” partners?
 - a. How do you tackle “sticky” partners?
 - b. Are there partners that are not involved because they could be “sticky”?
- Applying concepts:
 1. Engaging:
 - a. Already working together but need new or additional partners (Tribes, industry, more NGO involvement)
 - b. Intentionally move meetings around to accommodate all partners
 - c. Applying lessons learned along the way:
 - d. Meet in a neutral territory to eliminate built in tension
 - e. Continue to invite original participants even if they stop attending. Maintaining an open door is important even if no one walks through it.
 - f. Identify and address differences through tactful communication
 - g. Recognize your own role: make sure you are listening and asking questions rather than being the spokesperson or presenter
 - h. Make intentional effort to record the past, understand the history of where people are coming from and why they hold the perspective, they do.
 2. Key Elements of Success:
 - a. Shared Resources: Funding , equipment, space, ways to track funding, reporting,
 - b. Not a 1-way flow
 - c. Roles
 - d. Lead from behind – don’t automatically project yourself as a leader, and instead try to be a team player and monitor when the group needs a leader
 - e. Share ownership of responsibilities and acknowledgement
 - f. Pay attention to the collaborative process
 - g. Always check in with partners to monitor group temperature
 - h. Identify what the people power is behind a project

➤ Change = Opportunity	➤ Be Flexible, Be Patient	➤ Give away credit and always acknowledge others
➤ Challenge = Opportunity	➤ Be Persistent	➤ Listening is the most important skill
➤ You can always learn something	➤ Recognize and get comfortable with gaps	➤ perspective when appropriate, but be aware of the role your voice may play
➤ Add Everyone contributes	➤ Take the time needed, it always takes longer than planned	➤ Think outside the box!