# Developing Partnerships

Bronx Partners for Healthy Communities

**NYC** Human Resources Administration
Department of Social Services

HEALTH INSURANCE LINK

# What Is Collaboration?

Collaboration occurs when a number of agencies and individuals make a commitment to work together and contribute resources to obtain a common, long-term goal.

# Keys To Productive Partnerships

- **Why Collaborate?**

- "Effectively, change is almost impossible without industry-wide collaboration, cooperation and consensus."
	**Simon Mainwaring – media director**

- "Collaboration is just, really, a group of people getting in a room with their eye on a very similar prize and wanting to come out with the same show. The director, ultimately, is the guy in front of whom the buck stops. So, he has to have the courage to prevail. But, he has got to have a huge amount of respect for his collaborators."

	**Harold Prince** an American theatrical producer and director associated with many of the best-known Broadway musical productions Cabaret, West Side Story, Evita & Phantom.

# Why Collaborate (cont'd)

- Accomplish what individuals  or one agency alone cannot.

- Enhance the power of advocacy and resource development for the initiative.

- Create more public recognition and visibility for the individual agency, the ACA initiative & affordable healthcare options.

# Why Collaborate (cont'd)

- Provide more opportunities for the undocumented or New Americans and children to have access to health care.

- Provide a systematic, comprehensive approach to addressing community needs to healthcare access.

- Provide more opportunities for new community projects and initiatives.

# The 9 components of an effective collaboration are:

- Stakeholders with a vested interest in the collaboration
- Trusting relationships among and between the partners
- A shared vision and common goals for the collaboration
- Expertise
- Teamwork strategies
- Open communication
- Motivated partners
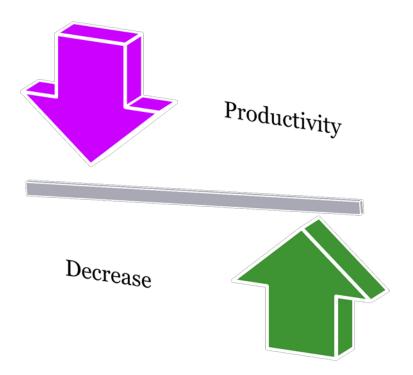- Means to implement and sustain the collaborative effort
- An action plan

# Collaboration Wheel

# Collaborative Experience

- Experiences may vary, not always the same results no matter how well intentioned.

# Fun Quote

Babe Ruth said,

"Every strike brings me closer to the next home run."

Each learning experience in the development of a collaboration can strengthen it.

# Brainstorming
# Action Steps to Success:

- What do partners need to do to build, fix, and sustain relationships?

- What is helpful or not?

# Action Steps to Success (cont'd)

## Is Someone Else Already Working on This Issue?

- Before initiating a new collaboration, gather preliminary information about the issue or problem to be addressed to ensure that it warrants a collaborative effort.

- Scan community to determine whether an existing collaboration is already in place to address the problem.

- If you determine that a collaborative effort is indeed warranted, then begin the process of identifying and engaging the collaboration's stakeholders.

# Action Steps to Success (cont'd)

## Cast the "Stakeholder Net" Broadly

When identifying potential stakeholders, consider the following:

- 1. Who cares if the problem is solved/ issue is addressed?
- 2. Who is being impacted by the problem or issue?
- 3. Who can help solve the problem or address the issue?
- 4. Who brings knowledge or skills about the issue?
- 5. Who will benefit if the problem is solved or the issue is addressed?
- 6. Who would bring a diverse viewpoint to the collaboration?

# Action Steps to Success (cont'd)

## Potential stakeholders may include:

- School administrators and other school personnel
- School board members
- Business leaders
- Elected officials
- Neighborhood watch/block clubs
- Youth organizations
- Community-based organizations
- Community activists
- Probation/parole/pretrial services
- District Attorney/State Attorney General
- Trade organizations
- Faith community
- Social service organizations
- Federal & Local law enforcement (NYPD, DOC Corrections)
- Media
- Private foundations or other charitable organizations.

**NYC**
Human Resources Administration
Department of Social Services

**HEALTH INSURANCE LINK**

# Action Steps to Success (cont'd)

**Identify Benefits of Participating in the Collaboration**

Stakeholders benefit, on a number of levels, by joining the collaboration. When recruiting stakeholders, it may be helpful to point out some of these benefits, which include:

- A sense of accomplishment from bettering the community.
- Gaining recognition and respect.
- Meeting other community members.
- Learning new skills.
- Fulfilling an obligation to contribute (due to professional status)

# Suggestions

- **Extend An Open Invitation:** As partners agree to participate, ask them for suggestions to problem solve.

- **Reexamine The Partners You Choose To Collaborate With:** Projects and priorities change, is this still a good fit? Don't be afraid to ask for what you need, shift and or replace if necessary.

- **Consider What Partners Expect and Can Contribute:** Each organization brings expectations to the collaboration. Discuss with partners expect and assess if it's reasonable.

# Things to remember

- Without stakeholder involvement there is no chance for collaborative problem-solving for  community initiatives.

- Building  trust across partnerships will help people to share talents, time, and resources.

- A shared vision brings focus to the team.

- Information must be freely and regularly shared for a team to function collaboratively.

# Things to remember (cont'd)

- Without motivators, there will be slow progress toward the goal. Motivators prevent apathy, keep the partners interested, and sustain involvement.

- An action plan is necessary to guide the team and serves as a means of accountability.

- Colin Powell has been quoted as saying, "The best method for overcoming obstacles is the team method."

# Thank You