

Let's Take a Hike!

21 Partnership Success Factors by Brian O'Neill

22 Partnership & Community Collaboration Competencies



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Partnership and Community Collaboration Competencies



Partnering	Community Collaboration	Strategic Thinking	Partnership Management	Accountability
Partner Culture Awareness Team Building Teamwork Leveraging Partnerships	Collaborative Leadership Conflict Management Facilitation	Vision Entrepreneurship External Awareness	Influencing/ Negotiating Political Savvy Developing and Managing Agency Agreements Donation and Fundraising Activities in Partnerships	Consensus Building Financial Management Planning and Evaluation
Communication				

<https://www.partnership-academy.net/resources/competencies>

Get to Know the Terrain



Photo: NPS Golden Gate National Recreation Area

Network and Build Relationships

**Understand Each Partner's Mission
and Organizational Culture**

Utilize Strengths of Each Partner

**Put Mechanisms in Place to
Reinforce the Partnership**

Find Ways Through the Red Tape

**Ensure the Partnership is Owned
by Your Whole Organization**



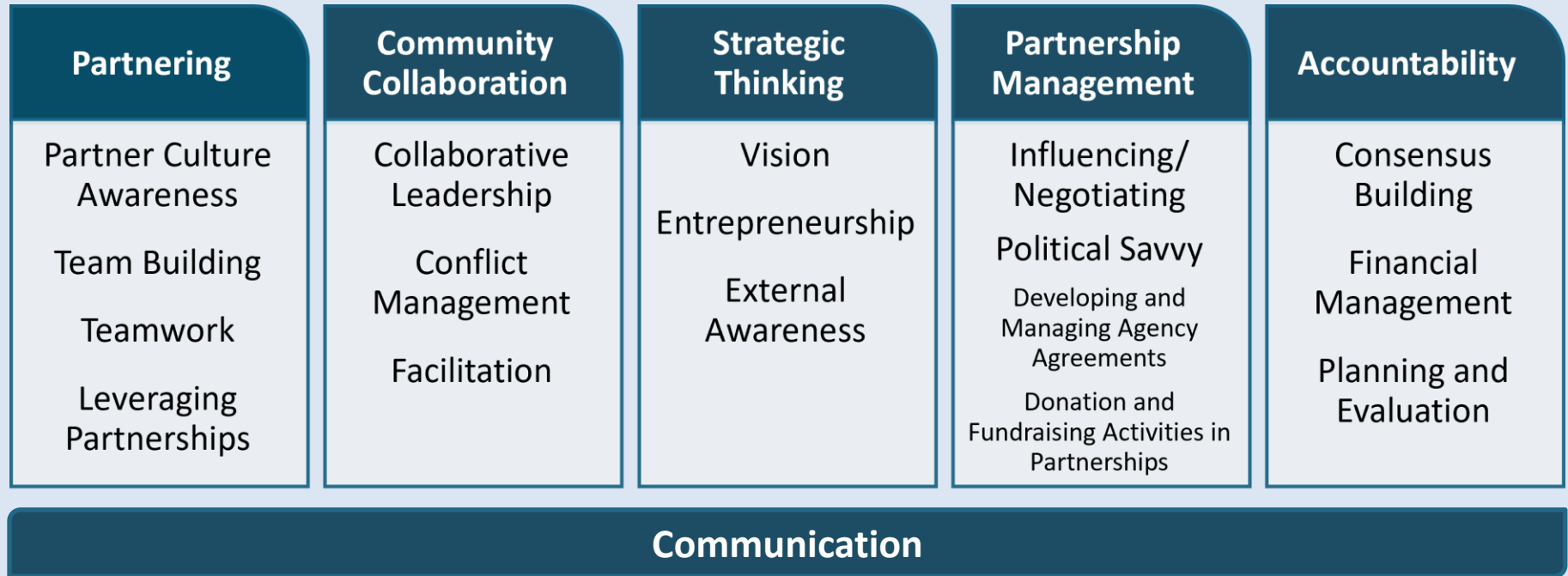
**Make the Partnerships
a Win-Win**



SUPPORT THE CULTURE OF PARTNERSHIPS



Which competencies support a culture of partnerships?



- Building relationships
- Understanding partner culture
- Utilizing partner strengths
- Reinforcing the partnership
- Finding ways through the red tape
- Ensuring the partnership is owned by the whole organization

Equip Yourself



Photo: Golden Gate National Parks Conservancy



**Ensure Good
Communication**

★ **Maintain an
Environment of
Trust**

**Constantly Seek
Out and Adopt
Best Practices**

Leave Your Ego and Control at the Door

Always be Courteous and Diplomatic

Honor Your Commitments

Strive for Excellence

PUT YOUR BEST FOOT FORWARD



How are you putting your best foot forward?

Partnering

Partner Culture Awareness
Team Building
Teamwork
Leveraging Partnerships

Community Collaboration

Collaborative Leadership
Conflict Management
Facilitation

Strategic Thinking

Vision
Entrepreneurship
External Awareness

Partnership Management

Influencing/
Negotiating
Political Savvy
Developing and Managing Agency Agreements
Donation and Fundraising Activities in Partnerships

Accountability

Consensus Building
Financial Management
Planning and Evaluation

Communication

Ensuring good communication
Maintaining an environment of trust
Seeking out best practices
Leaving ego and control at the door
Being courteous and diplomatic
Honoring commitments
Striving for excellence



Photo: NPS Golden Gate National Park Volunteers

Stay with the Group



Focus on Important Needs



Adopt a Shared Vision

Build Step by Step

Respect the Right
to Disagree; Act on
a Consensus Basis

Negotiate a Formal Agreement

Diversify Your Funding Sources

Celebrate Success!

WORK TOGETHER



What helps you to keep pace with the group?

Partnering

Partner Culture Awareness
Team Building
Teamwork
Leveraging Partnerships

Community Collaboration

Collaborative Leadership
Conflict Management
Facilitation

Strategic Thinking

Vision
Entrepreneurship
External Awareness

Partnership Management

Influencing/
Negotiating
Political Savvy
Developing and Managing Agency Agreements
Donation and Fundraising Activities in Partnerships

Accountability

Consensus Building
Financial Management
Planning and Evaluation

Communication

Focusing on important needs
Adopting a shared vision
Seeking out best practices
Leaving ego and control at the door
Being courteous and diplomatic
Honoring commitments
Striving for excellence

Gaining Perspective





Partnership and Community
Collaboration Academy

Partnership Success Factors and Competencies Gap Assessment

1. Consider your use of the [21 Partnership Success Factors](#).
2. On the following pages, identify Success Factors that are your common practices, as well as those that you are working on, or need attention.
3. Review the [22 Partnership and Community Collaboration Competencies](#). You can also refer to the chart below.
4. For Success Factors you are working on, identify 2-3 Competencies that could help you make progress. Feel free to add any skills or practices that also come to mind.
5. Share your takeaway on the [Self-Study Form](#).

22 Partnership and Community Collaboration Competencies

Partnering	Community Collaboration	Strategic Thinking	Partnership Management	Accountability
Partner Culture Awareness	Collaborative Leadership	Vision	Influencing/Negotiating	Consensus Building
Team Building	Conflict Management	Entrepreneurship	Political Savvy	Financial Management
Teamwork	Facilitation	External Awareness	Developing and Managing Healthy Agreements	Planning and Evaluation
Leveraging Partnerships			Initiation and Facilitating Activities in Partnerships	

Chart Your Own Path

Optional Homework:
Partnership Success Factors and
Competencies Gap Assessment