

# The Road Behind and the Path Ahead

MANAGING BY NETWORK 2025







The Road Behind...

*Blue Ridge Parkway*

# Exploring Practices



1: Charting our Course



2: See the Possibilities



3: Head, Heart and Hands



4: Connect to Community



5: Look Beneath the Surface



6: Paddle Together

Active Listening

Agency Leadership Perspectives

22 Competencies & 21 Success Factors

Collaborative Leadership

Partnering & Managing by Network

Community Collaboration

Partner Culture Awareness

Partnership Assessment and the  
Partnership Impact Model™

Partnership Network Life Cycle

Alumni Case Studies

Foundations of Collaboration Skill Check



# Exploring Practices



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POP  
QUIZ!

1. The Partnership Network life cycle resembles:

- a) Life cycle of an old-growth forest
- b) Life cycle of a butterfly
- c) Life cycle of a vole
- d) Life cycle of grants and agreements

2. Stages in the IAP2 spectrum of public engagement include:

- a) Confuse, Distract, Annoy
- b) Stop, Drop, and Roll
- c) Inform, Consult, Involve, Collaborate

# Strengthening Skills



7: Find the Common Threads



8: Walk a Mile in their Shoes



9: Calm the Waters



10: Change Your Tack



11: Dig Deeper



12: Put the Wind in Your Sails

Change Management

Engaging with Partners: Motivation,  
Involvement, Recognition

Facilitation

Conflict Management

Principled Negotiation

Persuasion

Social Science Tools

Trust Ecology

Meet Ups

# Strengthening Skills



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## POP QUIZ!

1. Key elements of principled negotiation include: (*choose all that apply*)

- a) Separate the people from the problem
- b) Win at all costs
- c) Focus on interests over positions
- d) Generate a number of possibilities before you decide

2. The Triangle of Satisfaction includes:

- a) Principles, Persuasion, and Partnership
- b) Purpose, People, Process, Product
- c) Giant Purple People Eaters



# Building Resilience



MbN 2024 Peer Case Studies  
Political Savvy and External  
Awareness  
Entrepreneurship & Risk Assessment  
Thinking like a Social Scientist

Managing Partnerships and Agreements  
in a Changing Environment  
Accountability in Partnerships  
Vision and Strategic Thinking  
Meet Ups

# Building Resilience



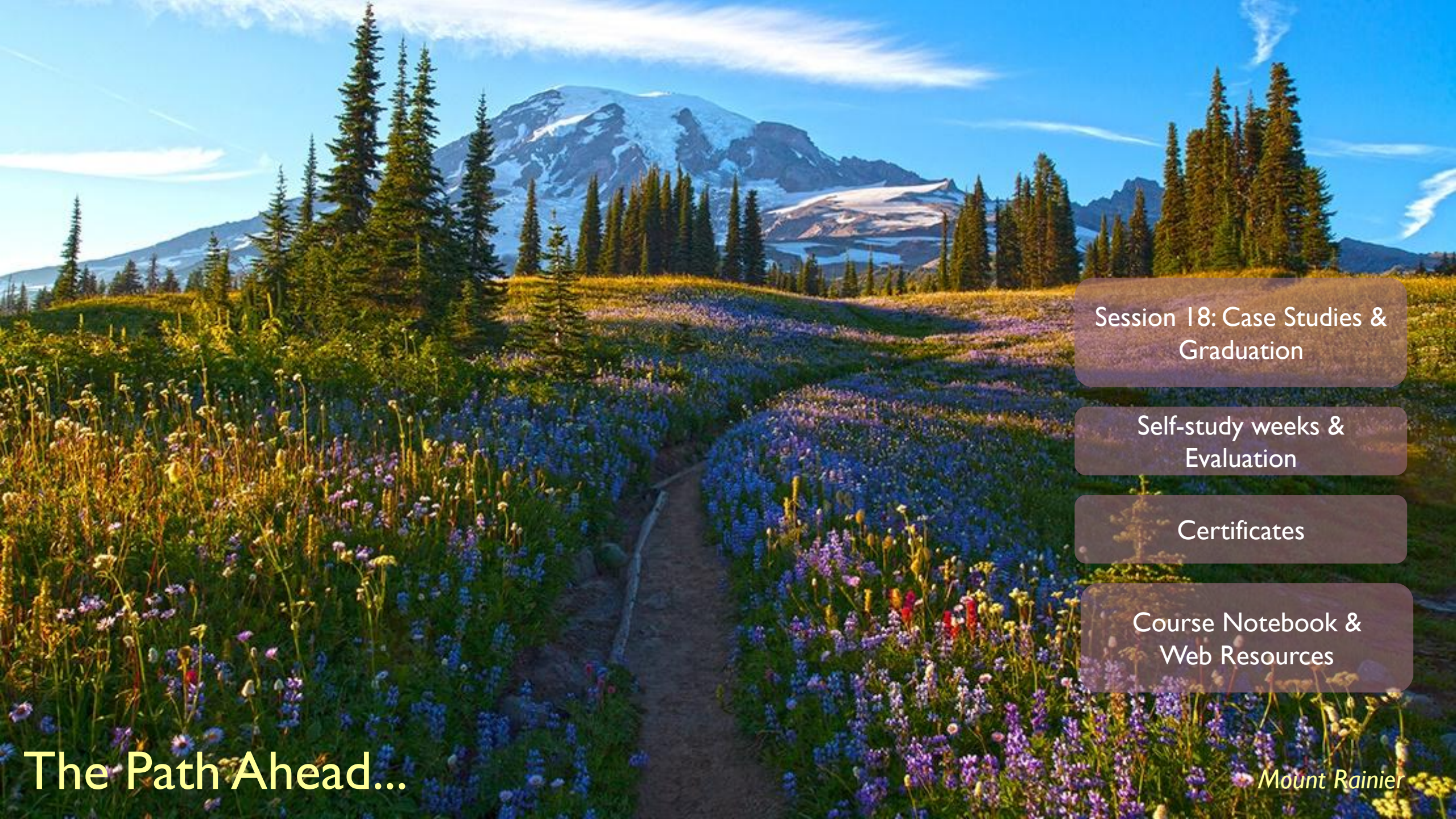
## POP QUIZ!

1. Resources shared in class included  
(choose *all that apply*):

- a) Collaboration Continuum
- b) Partnership Handover Memo
- c) How to Train your Dragon
- d) Wilder Collaboration Factors Inventory

2. Peer presenters are partnering with  
(choose *all that apply*):
- a) Lake Superior Collaborative
  - b) Senior Living Communities in New York
  - c) Chesapeake Bay Program
  - d) Seminole Tribe of Florida





Session 18: Case Studies & Graduation

Self-study weeks & Evaluation

Certificates

Course Notebook & Web Resources

The Path Ahead...

*Mount Rainier*