

Partnering for Impact

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Our Agenda

- **Discuss trust as an essential element of partnerships.**
- **Conduct an inventory of organizational partnerships along with their value add and cost.**
- **Practice using a tool to help define concrete areas of partnering and the different levels of collaboration.**

Reflecting on Trust

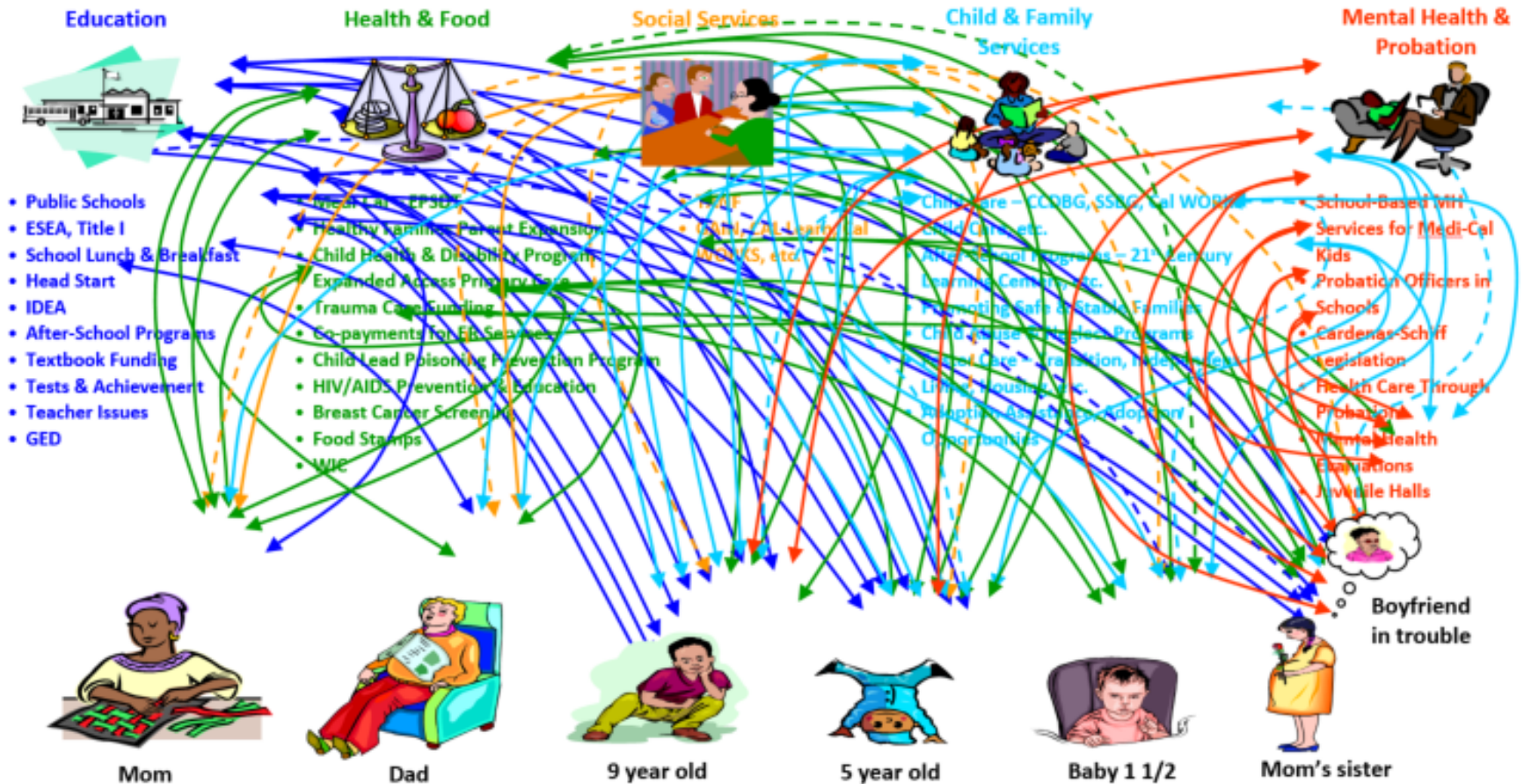
- **Individually reflect on what trust means in relationships and partnerships.**

Risk considerations for partnerships:

- **Sincerity**
- **Reliability**
- **Competence**
- **Care**

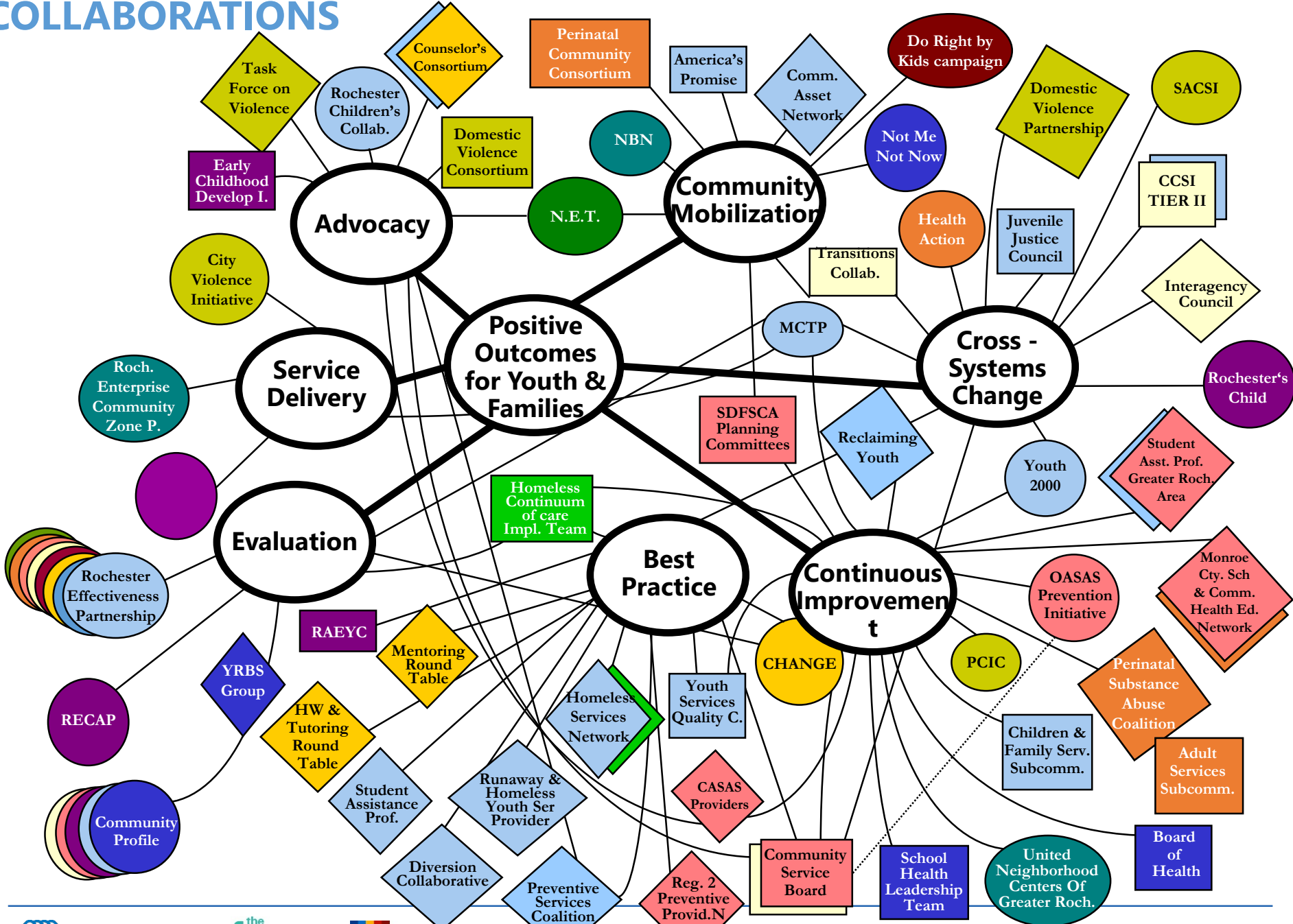
Business as Usual

... See a Problem, Convene a Task Force, Create a Program...
Has Created a Tangle of Inefficiencies

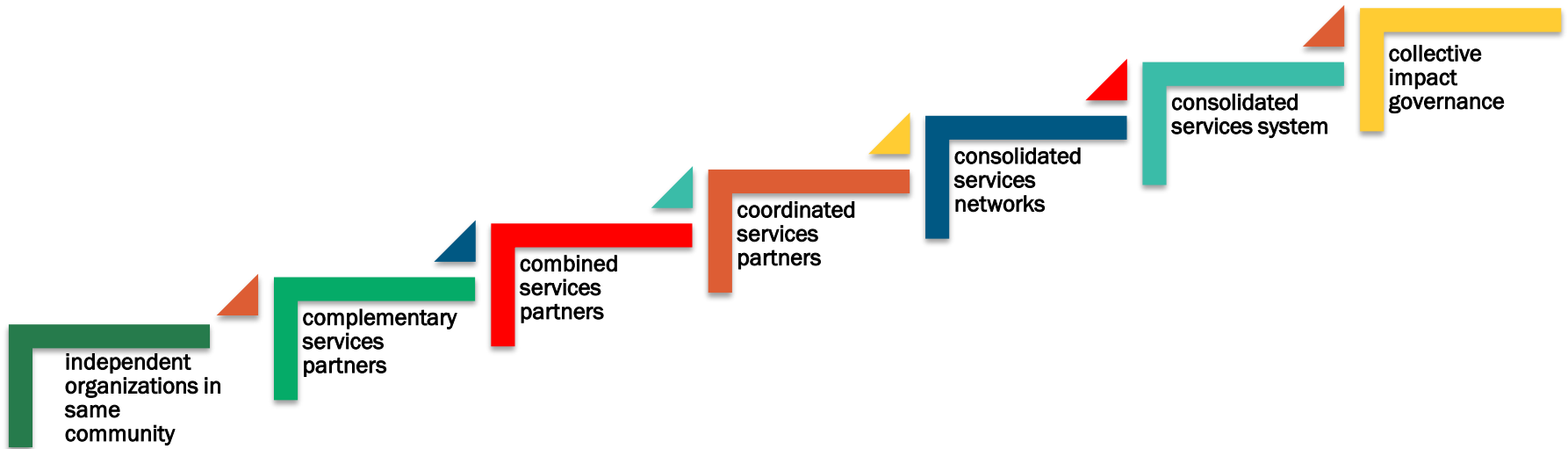


Source: Dunkle, M. (2002) *Understanding LA Systems that Affect Families*. Los Angeles, CA: George Washington University and the LA County Children's Planning Council

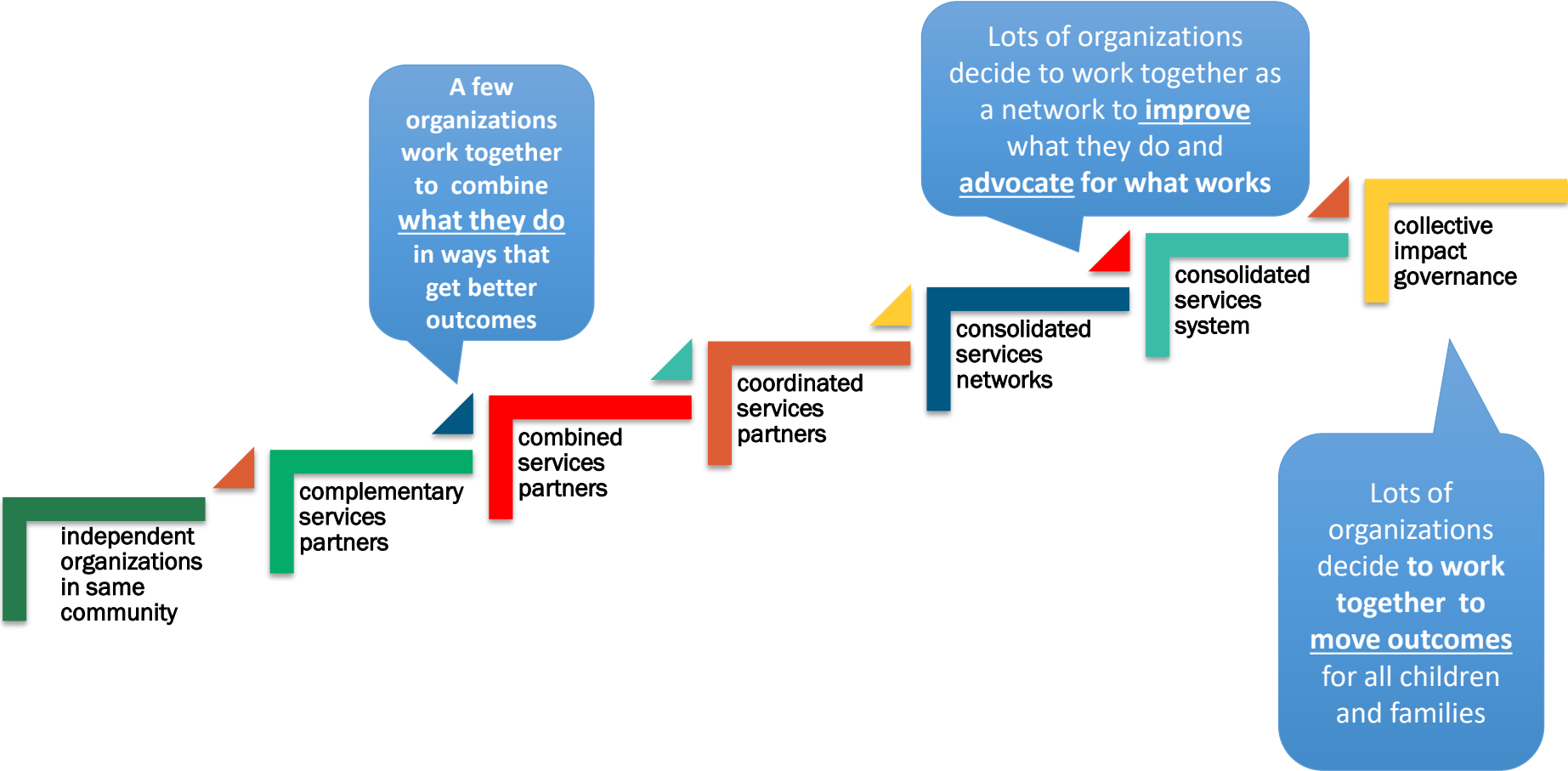
COLLABORATIONS



Program Performance to Collective Impact



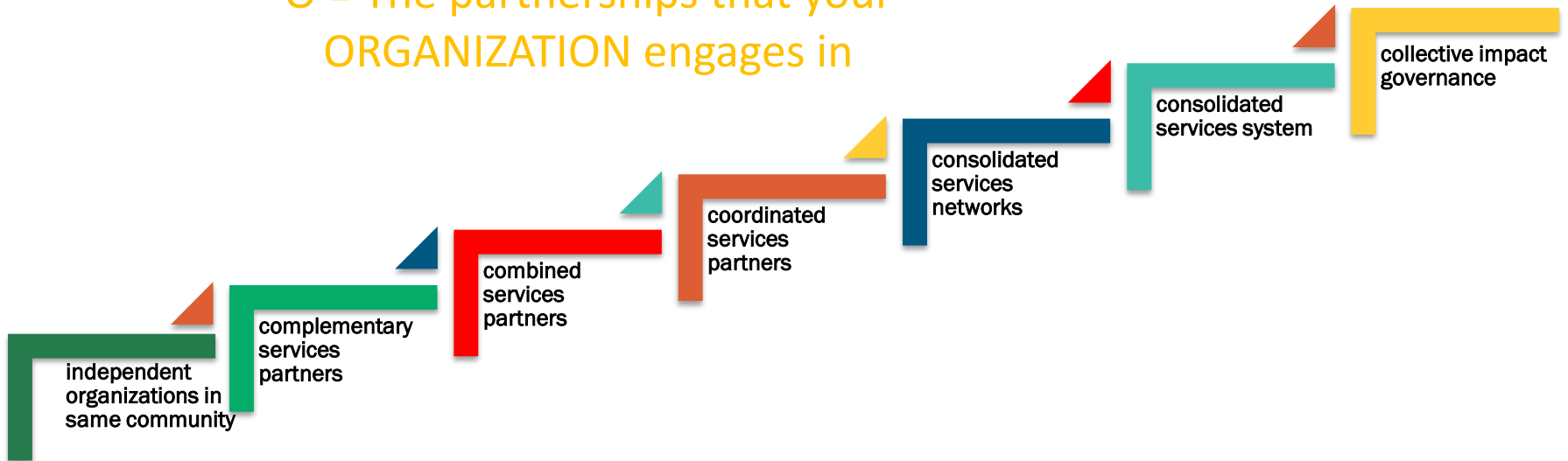
Program Performance to Collective Impact



Program Performance to Collective Impact

I = The types of partnerships that you are involved in INDIVIDUALLY

O = The partnerships that your ORGANIZATION engages in

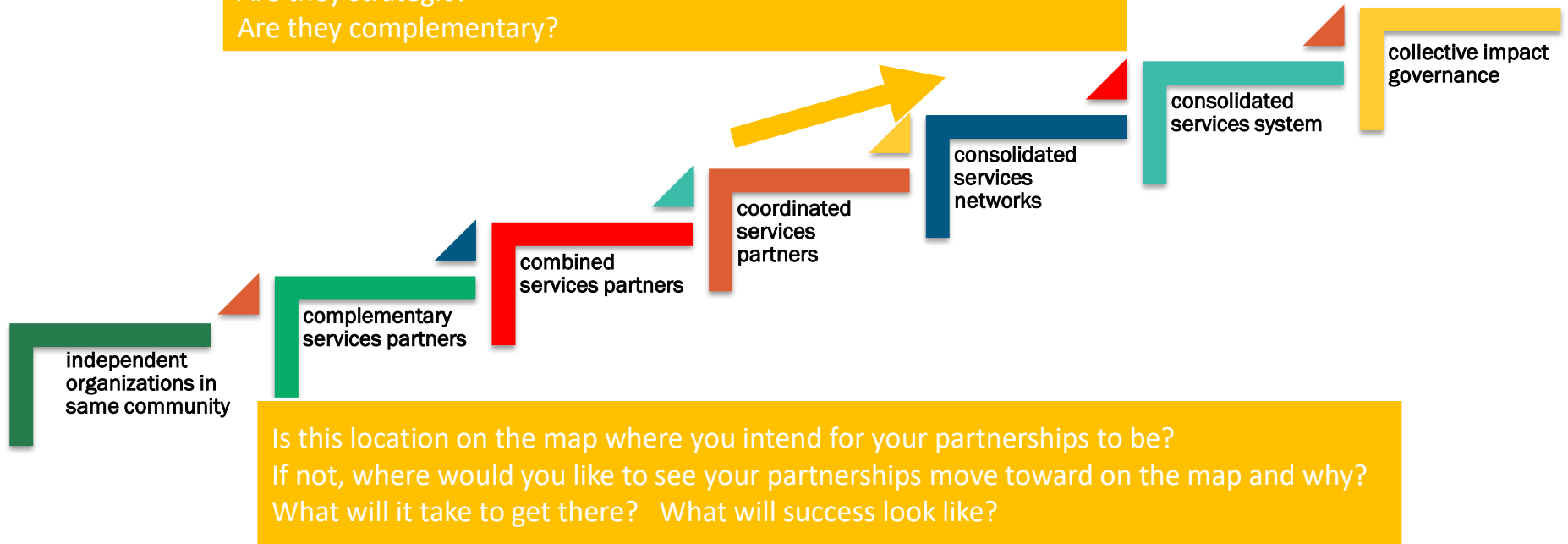


Program Performance to Collective Impact

COMPARE NOTES WITH NEIGHBOR OR TEAM MEMBERS

What are these partnerships and how are you and your partners involved?

How intentional are your partnerships?
What would it take to be more intentional?
Are they strategic?
Are they complementary?

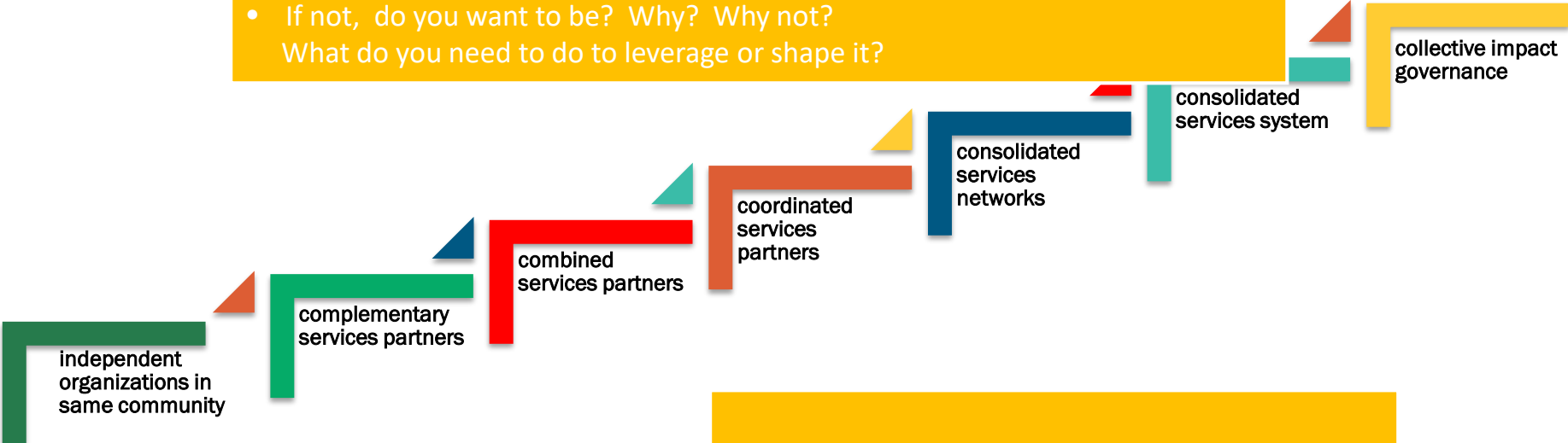


Program Performance to Collective Impact

How can your existing 2G efforts take on or connect to collective impact efforts?

Is there an existing collective impact effort in your community? Are you connected to it?

- If so, what are the benefits and challenges?
- If not, do you want to be? Why? Why not? What do you need to do to leverage or shape it?



No “collective impact” effort in your community?
Do you want one? What role could you play?

Behaviors To Build Trust

1. Talk straight
2. Demonstrate respect
3. Create transparency
4. Right wrongs
5. Show loyalty
6. Deliver results
7. Get better
8. Confront reality
9. Clarify expectations
10. Practice accountability
11. Listen first
12. Keep commitments
13. Extend trust

Source: *The Speed of Trust*, Stephen M.R. Covey

Closing Discussion

- **What are some next steps you can take to strengthen partnerships both internally and externally?**
- **What challenges do you face?**
- **What resources will you need?**

Resources

- ***Turf, Trust, Co-Creation and Collective Impact*, Liz Weaver, Tamarack Institute**

<http://www.tamarackcommunity.ca/latest/turf-trust-co-creation-collective-impact>

- ***Corralling Collaborations*, Karen Pittman, The Forum for Youth Investment**

<http://www.readyby21.org/corralling-collaborations>

- ***Don't Stop Collaborating, Just Stop Creating New Collaboratives*, Danielle Evennou, The Forum for Youth Investment**

http://forumfyi.org/files/Collaborations_Paper_Jan_2011.pdf