

What makes a good partner(ship)?

Neil Shashoua

Business Development Manager

Wellbeing & Health Open Forum

28th September 2016



Aims

Share

- Your experiences of partnership working

Inform

- Principles of partnership working
- Blue Stone Consortium as a solution
- Fulfilling Lives Newcastle Gateshead as a good example of VCS collaboration

Collaboration?

Working together

- Networking
- Coordinating
- Cooperating

Collaboration

- Joining together to make possible that which cannot be accomplished alone

Chris Huxom [Creating Collaborative Advantage, London: Sage Publications (1996)]

Partnership?

‘A business model in which two or more individuals join together to conduct business and share profit and losses. ‘

Share

Pairs/threes

1. Count how many partnerships **you** are involved in?
2. Reflect on your +ve and –ve experiences of partnerships
3. Come up with your responses to
 - a. What makes for a good partnership?
 - b. What doesn't work for you about partnerships?

The partnership principles

1. Recognise and accept the need for partnership
2. Develop clarity and realism of purpose
3. Ensure commitment and ownership
4. Develop and maintain trust
5. Create clear and robust partnership arrangements
6. Monitor, measure and learn

Blue Stone Consortium

- Group of independent organisations working together for a common aim
- Route to working in partnership
- Building relationships, building trust
- Managing risks, sharing benefits

