

*The Collaborative Advantage:  
Principles of Collaboration for  
Inter-sector Partnerships*

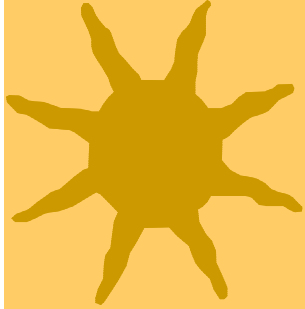
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James Greenberg  
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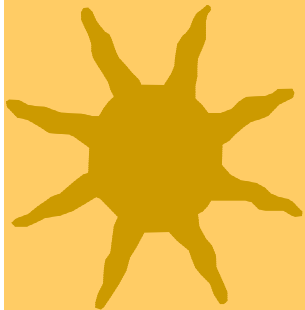


# *Foundation Assumptions*

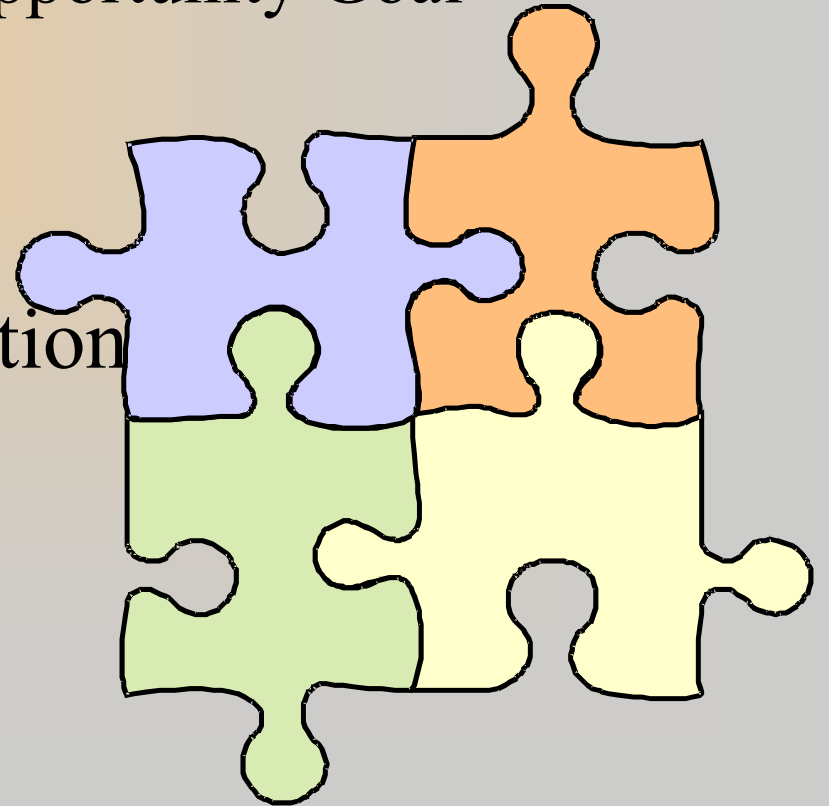
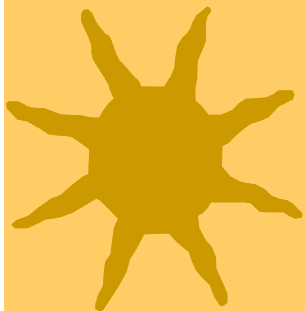
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- ★ Shared Vision
  - Student Learning/Opportunity Goal



- ★ Trust relationships
- ★ Communication
- ★ Respect vs. Duplication
- ★ Mutual benefit



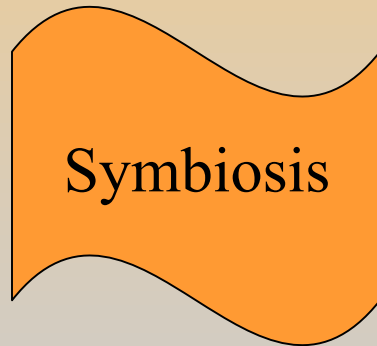


# *Partnerships as problem solving*



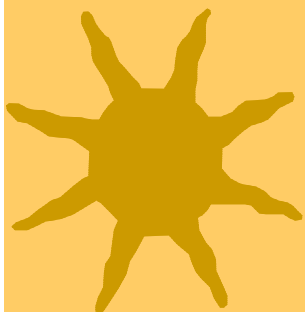
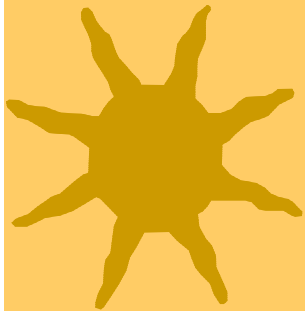
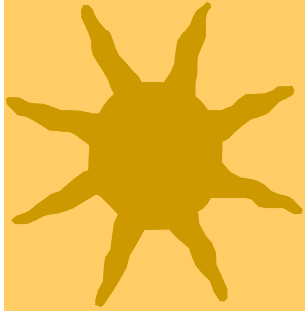
★ Partnership as a Problem Solution

★ Variable Levels of Partnership

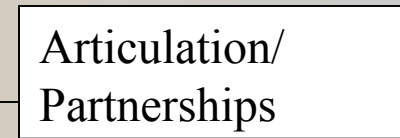
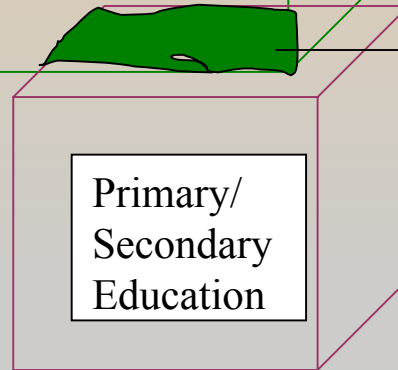
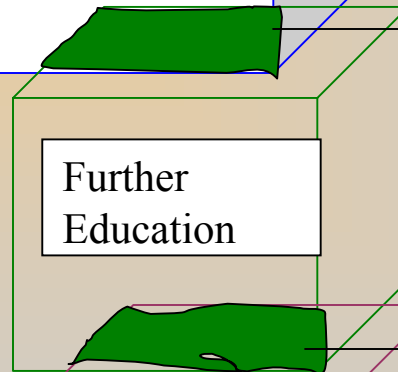
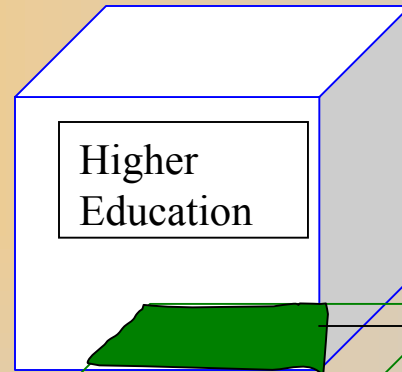




# *Education as an Integral System*



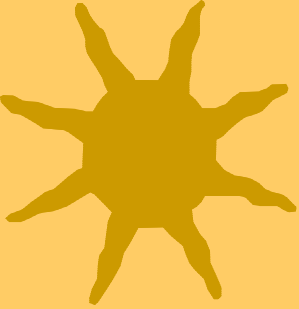
Education System





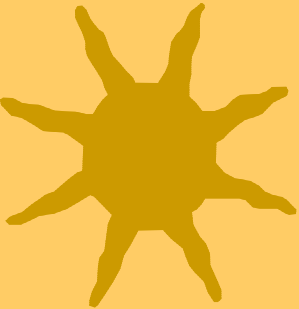
## *Lessons Learned*

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- ★ From Experience

- Many projects and people



- ★ From Reflection

- Extensive consensus work on principles



- ★ From Research

- ★ From each other .....



# *Lessons Learned -- Principles*

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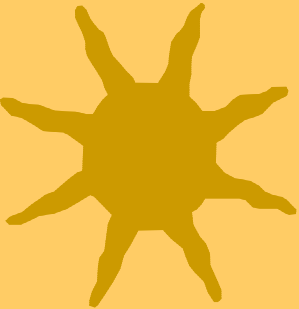


- ★ Launch new partnerships strategically

- ★ Reconfigure existing partnerships thoughtfully

- ★ Respect and encourage different kinds of leadership

- ★ Carefully attend to Team Leader's Role



- ★ Institutionalize partnership work & roles early in process

- ★ Sustain the collaborative process through democratic conversations

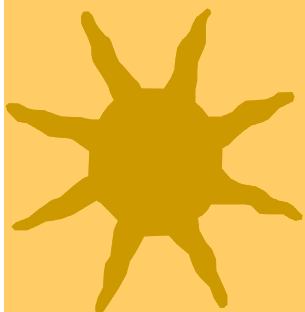
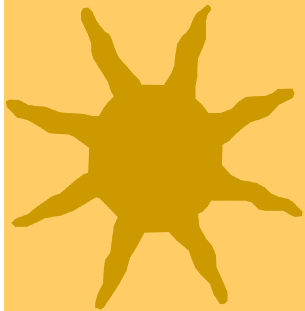
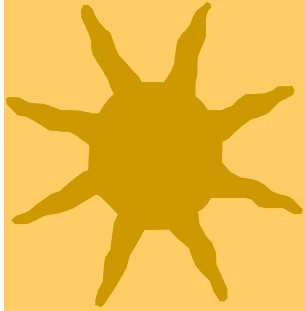
- ★ Encourage partners through clearly defined and agreed-upon roles

- ★ Determine institutional rewards for partnering





## *Lessons Learned (cont.)*



- ★ Anticipate the likely challenges of partnership building
- ★ Share data and use it strategically
- ★ Build a culture of self-reflection... shared learning
- ★ Promote collaboration through funding
- ★ Use partnerships to shape and implement policy

