
Partnering for Results Workshops

Here is an opportunity to build knowledge and skills for successful partnering across organisations and sectors. This workshop, and tailored coaching session, will provide you with inspiration, knowledge and tools to ensure your partnerships achieve results and move beyond good intentions. You will learn from New Zealand and international good practice.

This workshop and coaching session, are designed for those beginning, actively involved in, partnerships across Government, business, community and philanthropic sectors. **Come as a group of partners, or as an organisation** and do real work together to accelerate your partnerships. When you come to the workshop in small groups you get most value from applying ideas to your example. Individuals also find the workshop provides useful ways of thinking, tools and models for taking back to their organisations. For dates, fee and registration go to <http://www.thoughtpartners.co.nz/n421.36.html> for more details.

You may wish to have a customised workshop designed specifically for you and your partners or your organisation. Or you may need a milestone partnering meeting carefully facilitated to achieve results. Thought Partners specialist, Trish Hall, regularly supports partnerships.

Why Partnering for Results?

Increasingly organisations recognise that they cannot achieve their results on complex issues and opportunities without joining with others. But partnering is far easier said than done. As Peter Senge says in his book *The Necessary Revolution (2008)*:

*“The imperative to collaborate across boundaries ... has been established.
Now we just need to learn how to get better at it, quickly.”*

We are all operating in a context of fiscal constraints; unexpected events and trends; an increasingly networked world where innovation is essential. When partnering is done effectively you'll benefit from diverse perspectives, additional resources and capability, and new ways of responding to complexity. To achieve results you'll need partners able and willing to build unexpected relationships, skills to establish mutual benefits, and a new type of leadership to get the real value from your investment of time and energy.

What is in the Workshop?

This **1.5 day programme, plus an optional, tailored coaching session**, is interactive and practical. We use New Zealand and international partnering stories and tools. You will apply the ideas, tools and techniques to your partnering practice.

- When to partner and when not – doing your homework to be prepared.

- Key success factors and tools for achieving results from partnering.
- Analyse risks, benefits and create shared interest and value in the collaboration goal.
- Answering core questions:
 - Is partnering the best approach in your context?
 - How do you set foundations that ensure success? What type of agreement is right?
 - How do you achieve yours and others' outcomes?
 - How do you decide to continue or evolve?
 - When the going gets tough, what do you do?
- Phases of partnerships you'll need to plan for; tools and techniques for these phases.
- Knowledge and skill for being a successful broker, while also being a partner.
- 'Real time' planning and strategising for your next steps.

What are the Benefits?

"Thank you so much for your valuable guidance at Tuesday's coaching session. That and the workshop itself have moved me a considerable way along the path about what a partnership is and how to make it work. I'm sure what I have learnt will make a difference to the strength of my organisation and to its partnerships." [A leader of an NGO]

"... you really challenged my thinking and within our fledging partnership allowed us to evaluate where we are and the direction we should be taking."

This workshop will equip you and your partners with a common set of tools, knowledge and skills for an effective partnership. It will enable you to:

- Add new mindsets and techniques to your partnering toolbox.
- Ask the right questions at the right time.
- Understand partners' interests and how to create mutual benefits and get results.

Partnership Facilitator



Trish Hall, a Director of Thought Partners, facilitates cross sector partnerships and mentors brokers in New Zealand and internationally. She has assisted many community, public and private sector partnerships to form, create agreements for results, move through the tough phases, review and set future directions. Trish has worked with senior teams to align partnering strategies and practice.

She is accredited with distinction as a partnership broker from the global Partnership Brokers Accreditation Scheme (PBAS). For seven years Trish has been a mentor and co-trainer on this global scheme dedicated to the integrity and professionalism of those who initiate, and lead partnerships.

Email trish@thoughtpartners.co.nz

Register at <http://www.thoughtpartners.co.nz/n421.36.html>

