# Worksheet for Effective Partnerships and Collaboration

# Activity 1: Pull and push factors for collaboration in charity sector

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| **Pull Factors – positive factors driving greater collaboration** | **Push Factors – factors forcing an organisation into collaboration** |
| **Reduce competition** – by joining forces, organisations may be more competitive and win bigger contracts. Becoming more attractive to commissioners. | **Marketplace/commissioner** – market is shrinking and getting tougher or funders imply that too many organisations are duplicating effort and that is not the most efficient way of using limited resources. Preference for single provider by funder – a safer bet. |
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# Activity 2: Workshop agenda for case study

Someshire local authority is looking to commission existing homelessness services delivered by several charities in Someshire through a single integrated service. Someshire local authority has confirmed that they are keen to see collaboration and to see multiple charities to work together to deliver an integrated service.

They want to build a comprehensive and integrated service by streamlining it making it more accessible and targeted for their residents. This includes a common referral process and pathway through the various service options.

The local authority has offered to host a meeting of the five charities that have decided to explore collaborative working. Two have a history of tension with each other. The remaining three have met at regular meetings and networking sessions, but have never worked together.

The initial exploratory meeting has been arranged as a ‘get to know each other’ session and for the commissioner to share its intent and how the charities could contribute.

**Task:**

As one of the five invited charities, what items would you like to see on the agenda?How would you like to see the meeting run? What would be your next steps upon receipt of the invitation to attend the meeting?

# Activity 3: Knowing yourselves

* Take turns with a partner interviewing each other on the following questions about your organisation:

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| What is your unique selling point as an organisation? |  |
| Do you have clear values? |  |
| Do you have a clear strategy of your own? |  |
| Do you have a strong idea of your organisational strengths and weaknesses? |  |
| What do you want from a collaboration? |  |
| What stage of organisational development do you think you are in? |  |

# Activity 4: Your Conflict Style (optional activity)

In pairs, work through the interview questions about your own conflict style. Working with a partner is helpful to have a more objective view!

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| 1. How do you define conflict?
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| 1. What is your typical response to conflict?
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| 1. What is your greatest strength when dealing with conflict?
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| 1. If you could change one thing about how you deal with conflict, what would it be and why?
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| 1. What is the most important outcome of conflict?
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| 1. How can conflict be detrimental to a team?
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| 1. What do you do when someone avoids conflict with you?
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| 1. What are some reasons to avoid conflict?
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