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## Partnering for Results Workshop

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Invite your organisational partners to join you at a workshop to build strategies, capabilities and mindsets for successful partnering. This workshop is designed for those about to begin, those actively involved in, and those managing partnerships across public, private, community and voluntary sectors. This is a rare opportunity to apply partnering tools and mindsets to your examples and learn from others as well as from international experience.

### Why Partnering?

Increasingly organisations recognise that they cannot achieve the results they want on complex issues and opportunities without joining with others. But partnering is easier said than done. As Peter Senge says in his recent 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.”*

### What is in the Workshop?

This one day programme (plus the option of a tailored mentoring session) involves interactive application of ideas, tools and techniques to your practice.

- Key success factors for achieving results from partnering.
- Applying risks, benefits and shared interest analysis to your situation.
- Answering core questions
  - Is partnering the best approach in your context?
  - How do you get started?
  - How do you decide to continue or evolve?
  - How do you achieve yours and others' outcomes?
- Phases of partnering and tools and techniques for each phase.
- Being a successful broker.
- 'Real time' planning and strategising for your next steps.

### What are the Benefits?

This workshop will equip you and your partners with the knowledge and skills for an effective partnership. It will enable you to:

- Add new mindsets and techniques to your toolbox for partnering.
- Ask the right questions at the right time.
- Work with your partners, and a facilitator, on real partnership plans and next steps.
- Take the action and get the results your partnership needs.

### Your 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 NGO, public and private sector partnerships to form, create agreements, move through the tough phases, review and set their directions. Trish has worked with senior teams to apply partnering approaches and lessons.

She is accredited with distinction as a partnership broker from the global Partnership Brokers Accreditation Scheme (PBAS). Trish is now a mentor on this global scheme and a member of its validation council.



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