

Partnerships Through a New Lens

Concepts to Explore

As a human service agency whose mission is to transform lives and whose goal is to reduce poverty by 50% by 2025 in a way that eliminates disparities, we know that partners are important to our work. Developing and maintaining those partnerships are vital, and difficult!

There seems to be 4 key concepts to successful partnership work: Inception (development), Common Goals, Mutual Benefit, and Shared Power.

Inception: Why and how partnerships are sought is foundational. Being able to clearly articulate the purpose and outcome/expectation of the partnership is vital to success because everyone understands the goal.

Common Goals: Identifying (ideally with the group input) the goals of the partnership will increase buy-in from all involved and clearly articulates expectations (see above). When all partners can see how they contribute to the shared goal, they are more likely to work towards its success.

Mutual Benefit: Successful partnerships also understand and leverage benefit to all partners. Partners who see how the partnership benefits their own goals and mission will be more likely to work towards achieving the common goal.

Shared Power: There's a difference between a contractual relationship and a partnership. In a contract, one entity has power over another. In a partnership, especially one where all voices are heard and valued, there is shared power.