Partnership versus Collaboration

Helene Aarons, HAarons Consulting
What is a partnership?

• A relationship created through an expressed or implied commitment
• Between two or more parties who
• Join together to achieve common goal
• Combine their assets to accomplish the goal
Partnerships work best when...

- The common goals are better achieved together than separately
- An evident and tangible benefit to all partners
- Effective fundraising tools in place
- Good governance practices
<table>
<thead>
<tr>
<th>A STAKEHOLDER</th>
<th>A COOPERATOR</th>
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</thead>
<tbody>
<tr>
<td>A stakeholder is an individual, group or organization who is impacted by a process or decision, but not necessarily actively involved</td>
<td>A cooperator is an entity actively involved in a process or decision-making activity and/or sharing of resources, in essence, a partner</td>
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Collaboration is an open and inclusive process, a tool to engage a broad array of diverse entities to come together to find solutions for issues/problems.
Partnerships are relationships........
Collaboration is a process, a decision-making tool to find the best creative outcome for an issue/problem.
<table>
<thead>
<tr>
<th><strong>PARTNERSHIPS</strong></th>
<th><strong>PARTNERSHIP WHICH USES A COLLABORATIVE DECISION-MAKING PROCESS</strong></th>
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</thead>
<tbody>
<tr>
<td>Short or long-term</td>
<td>Long-term</td>
</tr>
<tr>
<td>Informal to formal relationships defined by different partnership arrangements</td>
<td>Formal relationships defined by different partnership arrangements</td>
</tr>
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<td>Participants may represent a single constituency</td>
<td>Participants represent a broad range of community interests</td>
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<td>Choice of decision-making tools</td>
<td>Decision-making tool, often consensus or modified consensus</td>
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<td>Commitment to an individual mission, but understand their partner’s mission</td>
<td>Commitment to a common vision</td>
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<td>Individuals retain their authority</td>
<td>Individuals retain their autonomy</td>
</tr>
<tr>
<td>Enhances own and each other’s capacity</td>
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</table>
Using the above, explain which definition best describes the participation in your current partnership effort?
More about Collaboration
Why use a collaborative process?

• Opportunity to bridge traditional divides between entities in various land uses
• Proven track record in ensuring public lands are managed in an inclusive way
• One way of assuring public access to and understanding of management decisions
Best Practices

• The process is open, inclusive, transparent, accessible, and tailored to local needs.

• Meetings are civil and safe. No bullies allowed.

• Deliberations are thoughtful, frank, and never rushed.
Best Practices Continued

• There is an agreed-upon way to make decisions.

• Commitments that are made are honored. Trust is built on that confidence.

• It’s a team effort. You win, you lose,

• you temporize as a team.
There is no one right way to collaborate.
Does having a collaborative process guarantee success?

No.

But........

Putting your heads together will feel better than knocking them together.
When to use a collaborative process

- Problem beyond the ability of a single individual or group to handle.
- The issues are appropriate.
- The time is right.
- Key people/organizations are willing to come to the table.
Not every project will require or be conducive to collaboration

Some important questions to ask?

• What is the scale of the project?

• What is the nature of the conflict? Is the issue about information sharing or about values?
• Is your partnership using a collaborative decision-making process?
• If yes, describe the factors that made you decide to create a collaborative partnership?
• If not, explain the factors that made you decide to not use a collaborative decision making process.