

# Working in Teams and Collaborations: Partnering For Success



**Virginia Main Street Summer Toolkit**  
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## *Working in Teams and Collaborations - Partnering for Success*

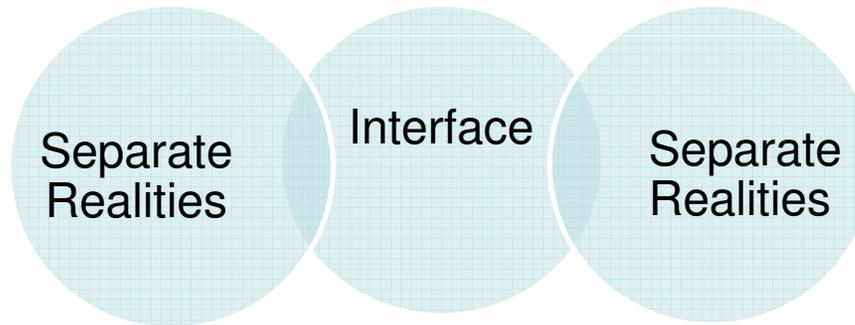
### **Agenda**

- Overview
- Peer Sharing—Reflection on Partnerships
- Defining Partnerships
- Making the Case
- Creating a Personalized Action Plan
- Debrief and Adjourn

# Table Talk

# Working in Teams and Collaborations - Partnering for Success

**Separate Realities**  
**History**  
**Culture**  
**Mission**  
**Organizational Structure**  
**Decision Making**  
**Accountability/Rewards**



**Interface**  
**Common Partnership Mission**  
**Shared Sense of Value**

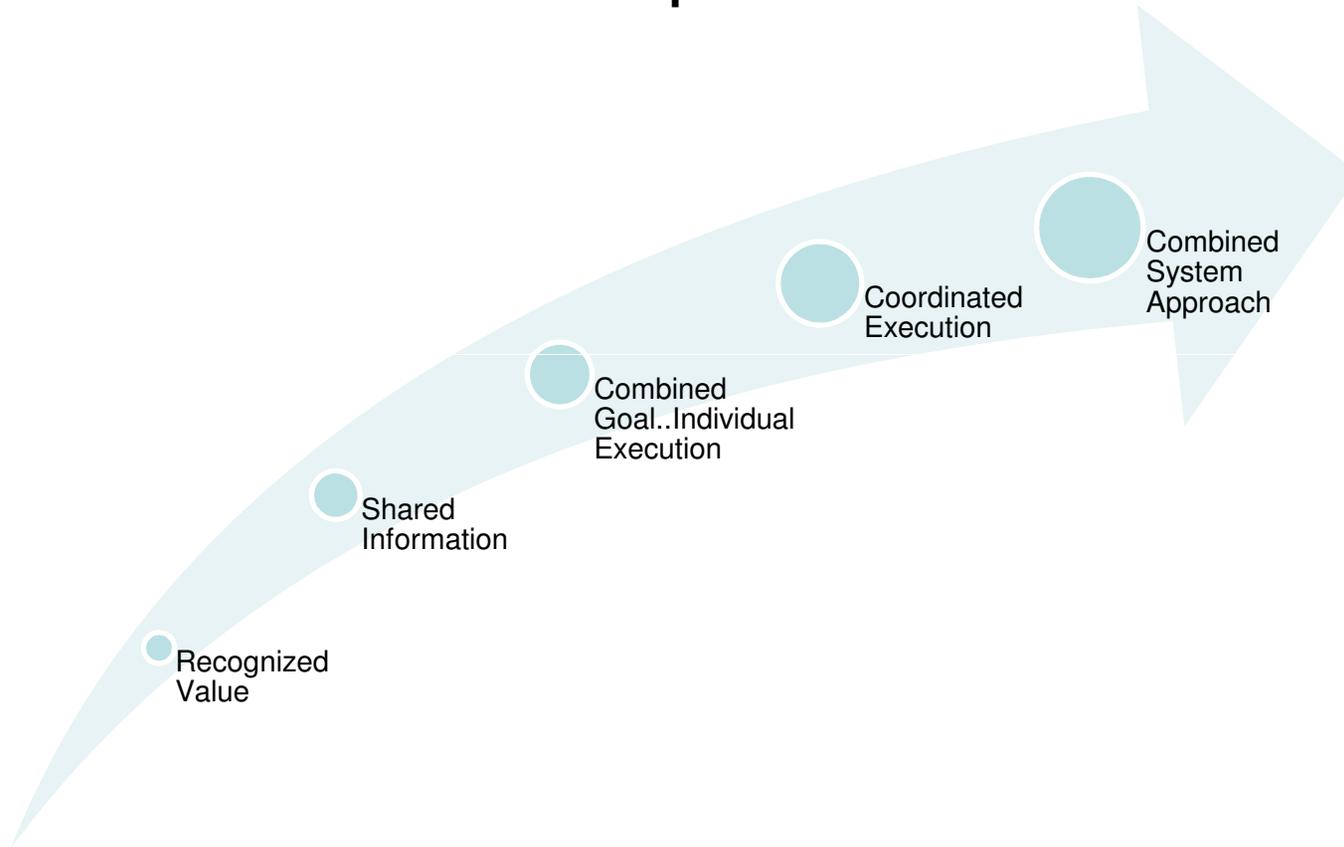
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### **Why Partner?**

- Grow bigger
- Increase the resource base
- Expand the scope of service
- Mandate
- Enhance Effectiveness
- Improve Efficiency
- Save Money
- Other?

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## Partnership Continuum



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## About the Relationship



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## Building an Effective Partnership



# Table Talk

## **Moving Forward...**

- **What are my personal strengths that make me a great partner?**
- **Where can I or my organization be a challenge to a partnership?**
- **What do I commit to take action on in order to become a better partner?**