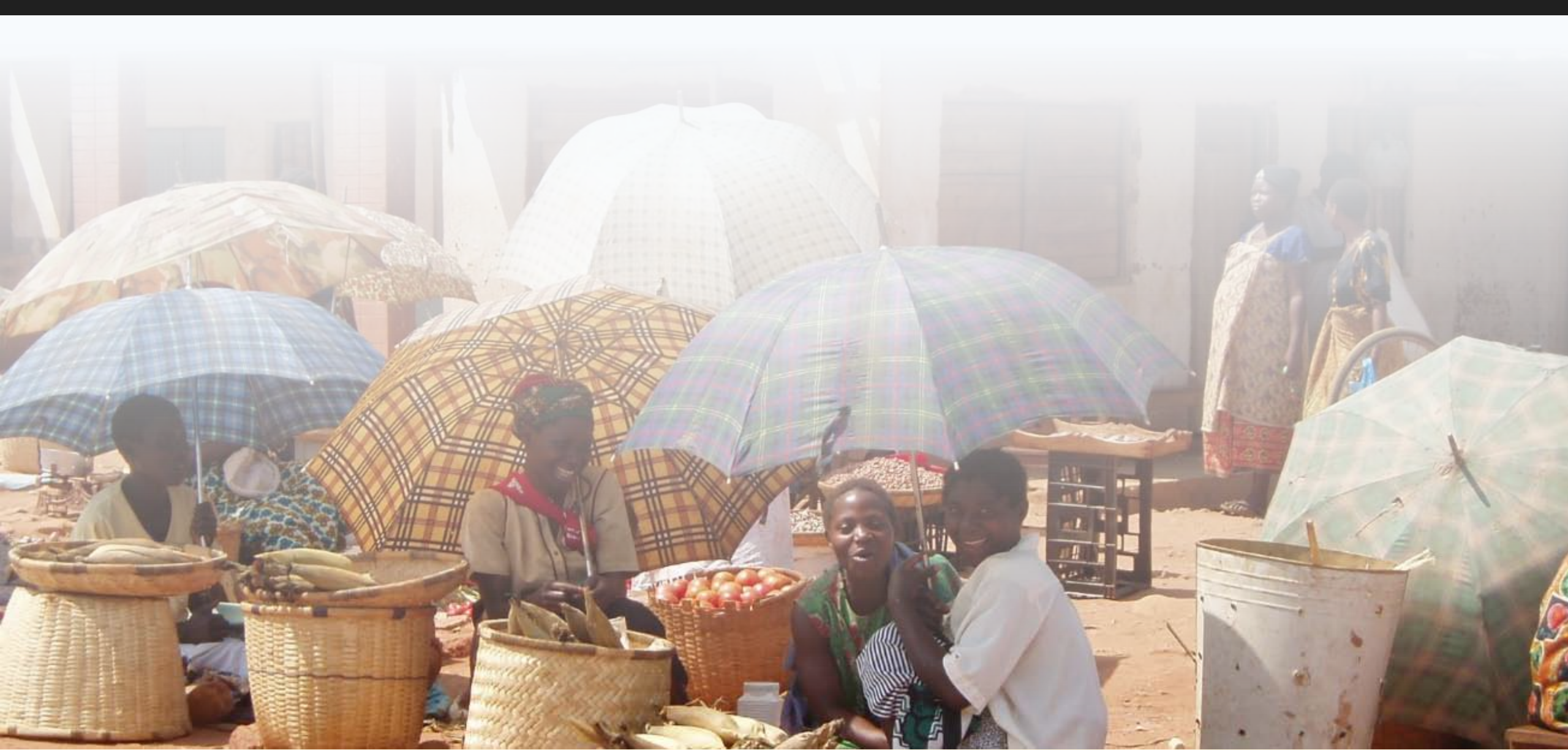


Collaboration



To better understand...

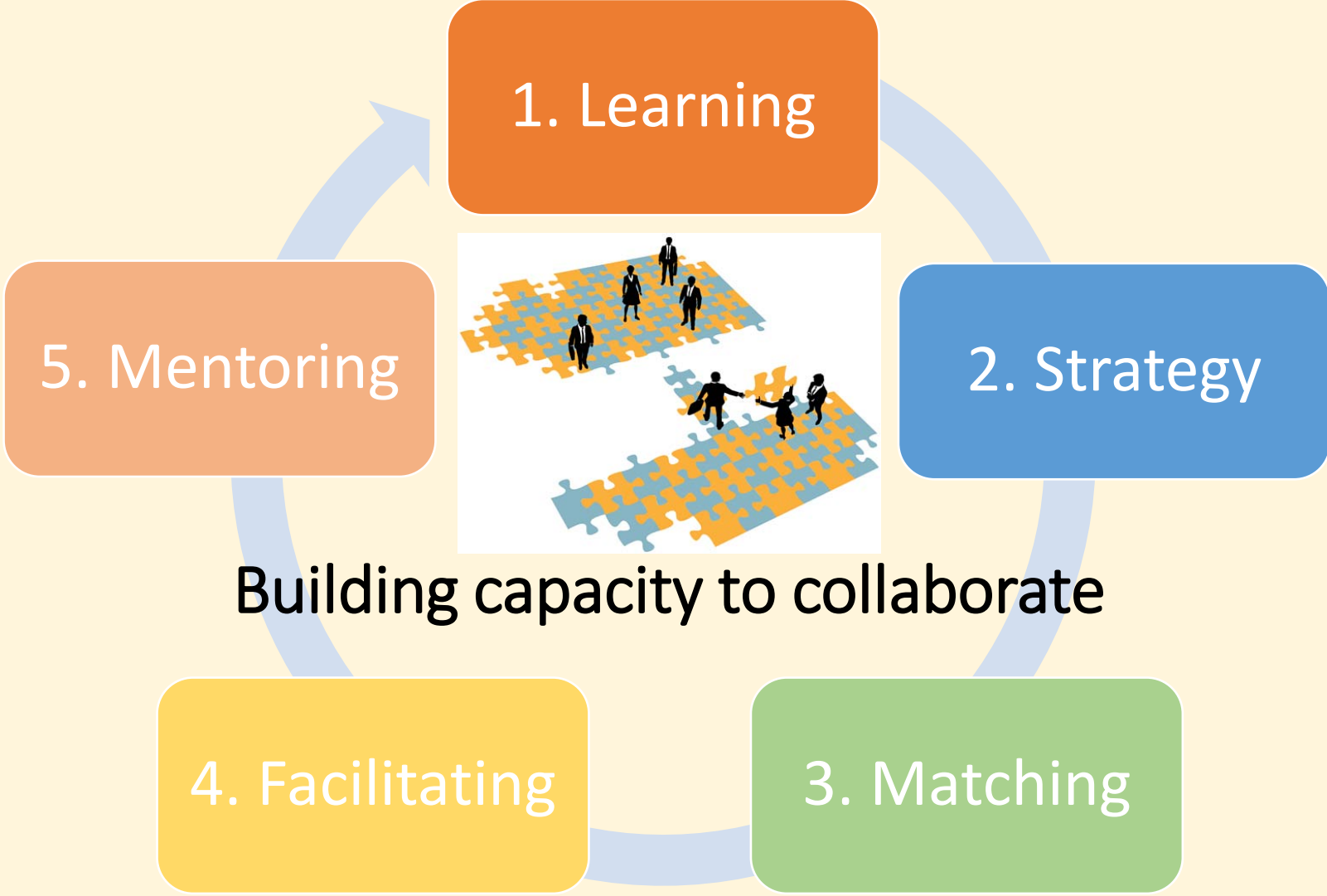
- What can the Centre on Philanthropy do to help?
- Why is collaboration important and are N4Ps and businesses the same?
- How can collaboration be improved?

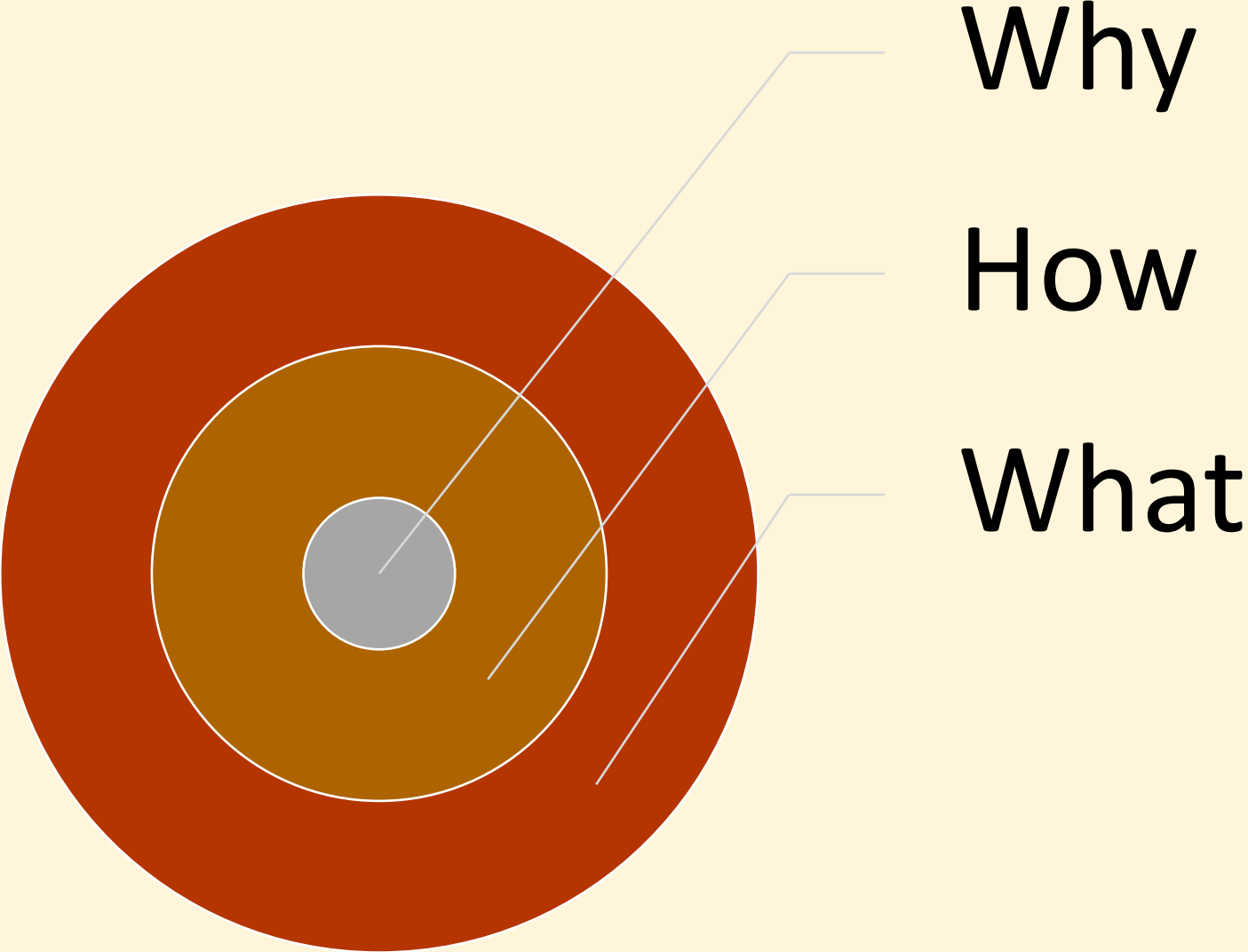


Centre on Philanthropy - mission

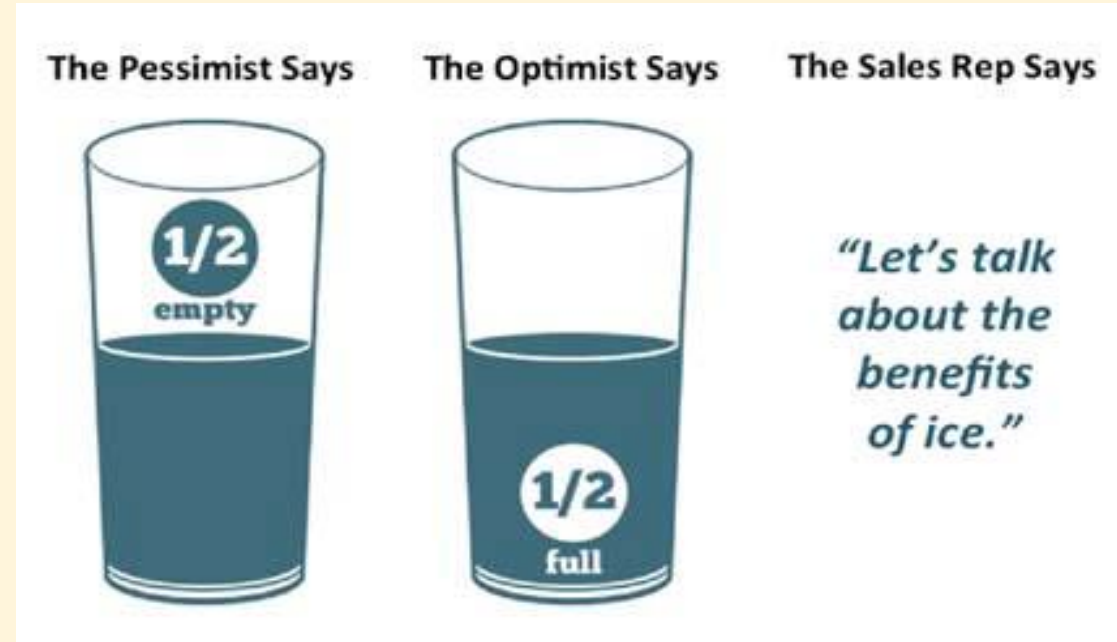
To promote and advocate for an effective and sustainable Third Sector by providing training and education, **fostering collaboration** and supporting volunteerism







Yes we can!

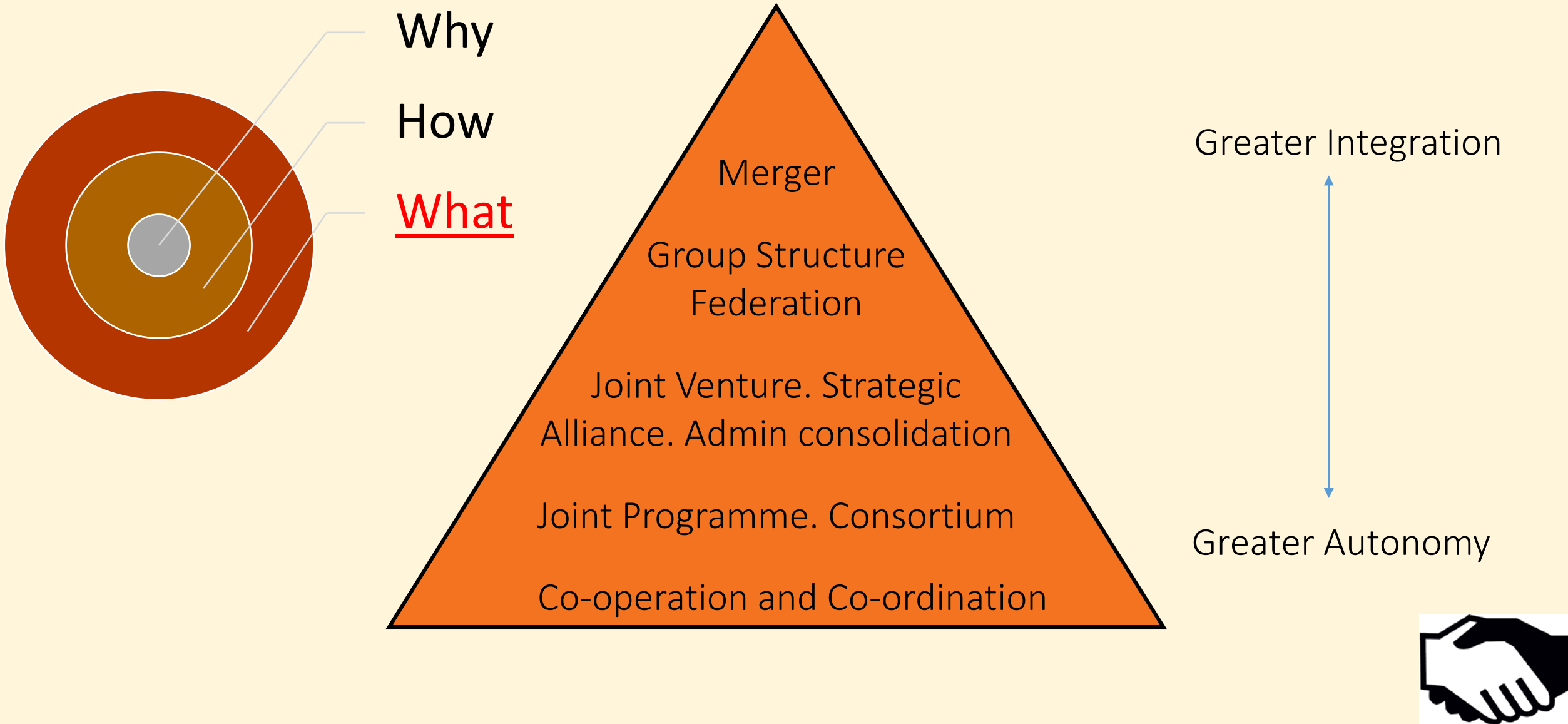


The greater the integration, the more difficult to withdraw if things don't work!

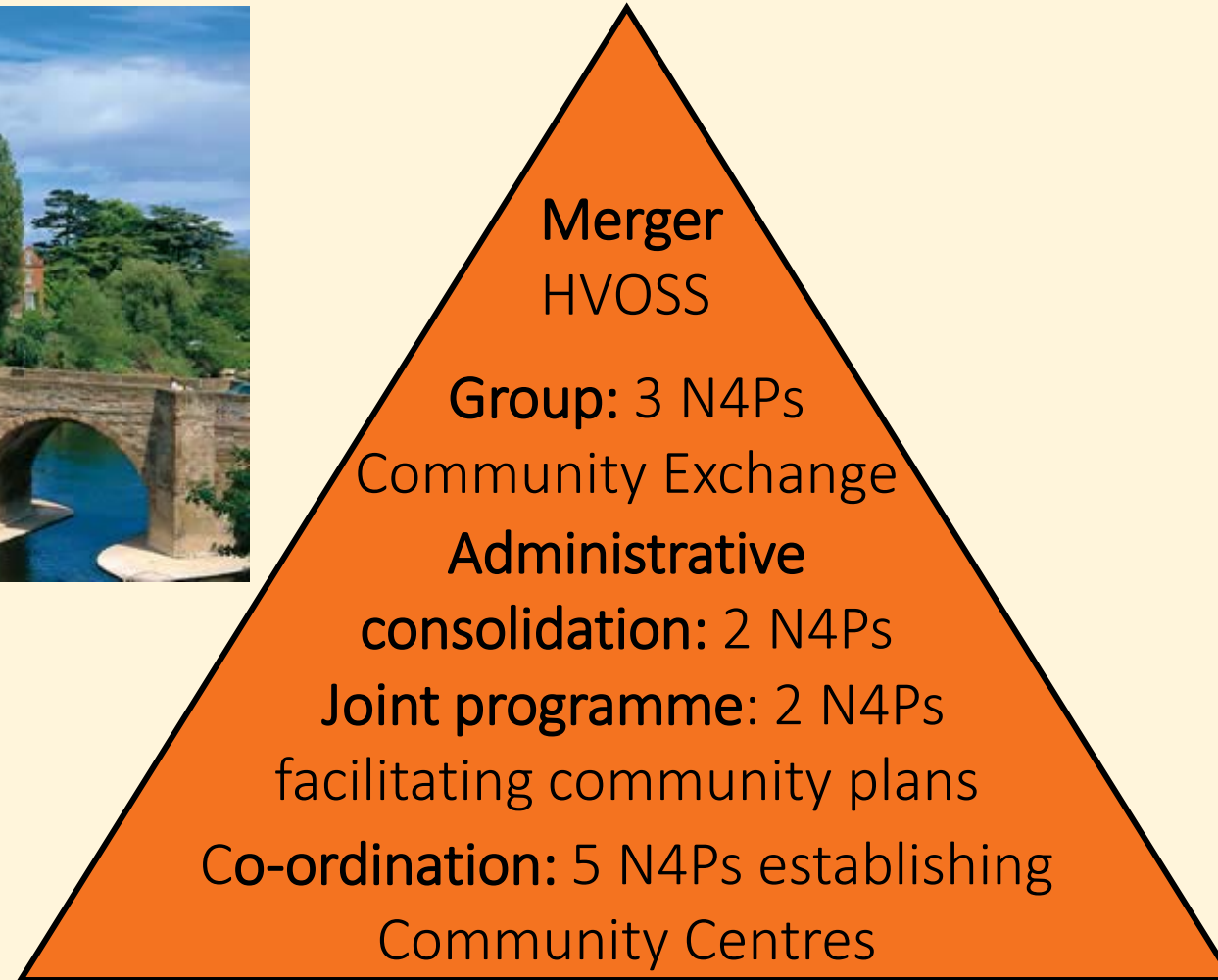
In UK, more than 50% merger plans fail to be completed



Forms?



Forms?



Greater Integration



Greater Autonomy

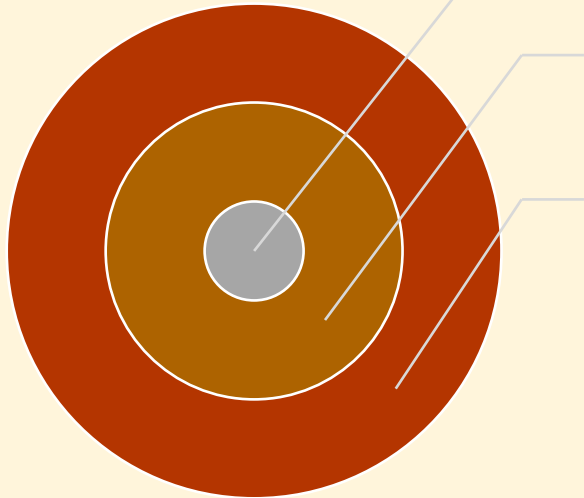


Businesses & N4Ps?

Why

How

What



Most important thing is the same!



Applying business principles

Culture eats strategy for breakfast

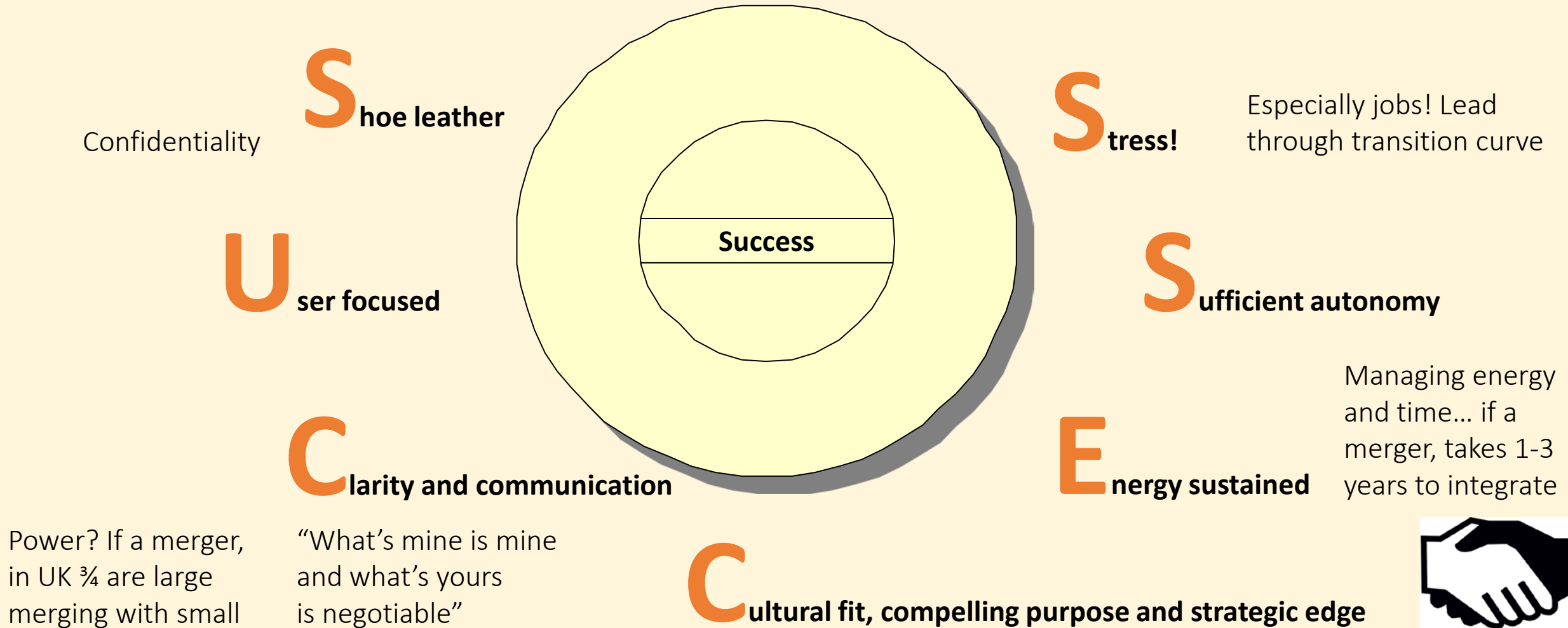
Peter Drucker



- Cultural fit
- Strategic Synergy: $1+1=3$
- Operational match – “making fits out of misfits”



SUCCESS N4P



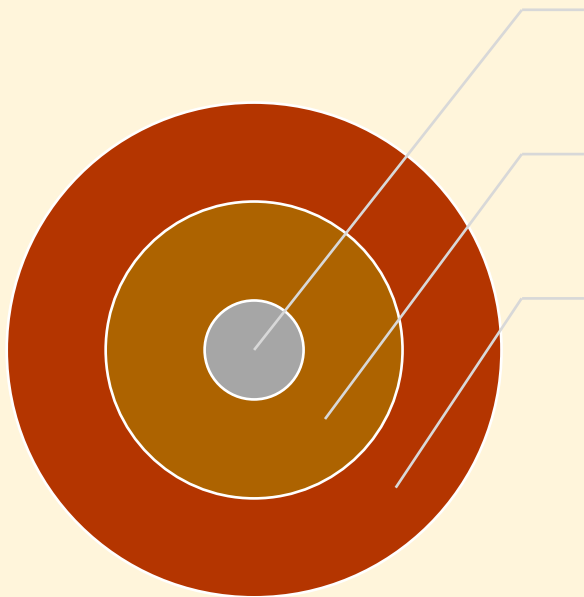
Discuss...

A collaboration that you have been involved with in the past or some form of collaboration that you think might be possible in the future...

What was, or will be, important to **success**?



Why?



Why

How

What



Money, Money, Money



Why – Your drivers?

Effectiveness

Doing the right thing!



Efficiency

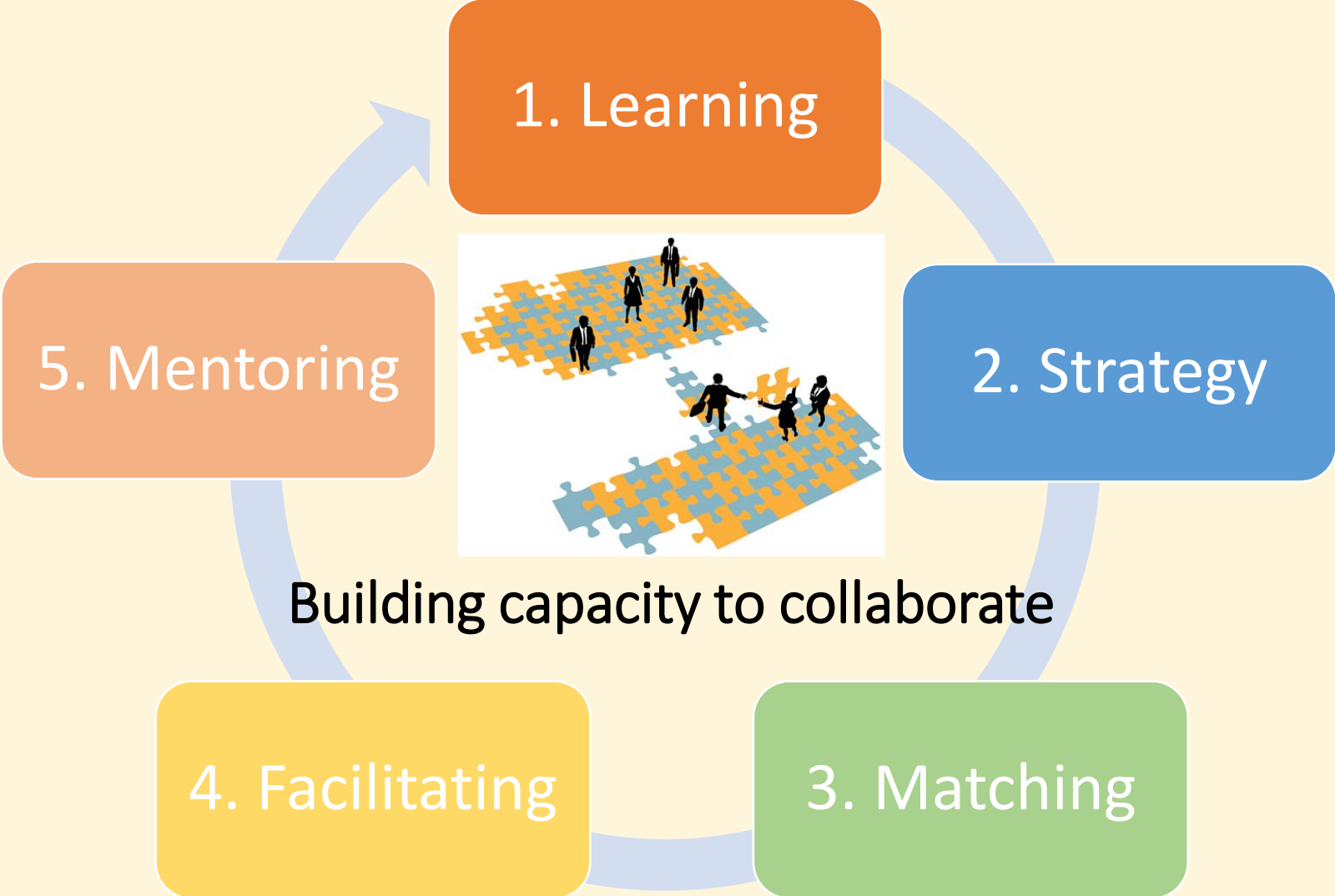
Doing things well



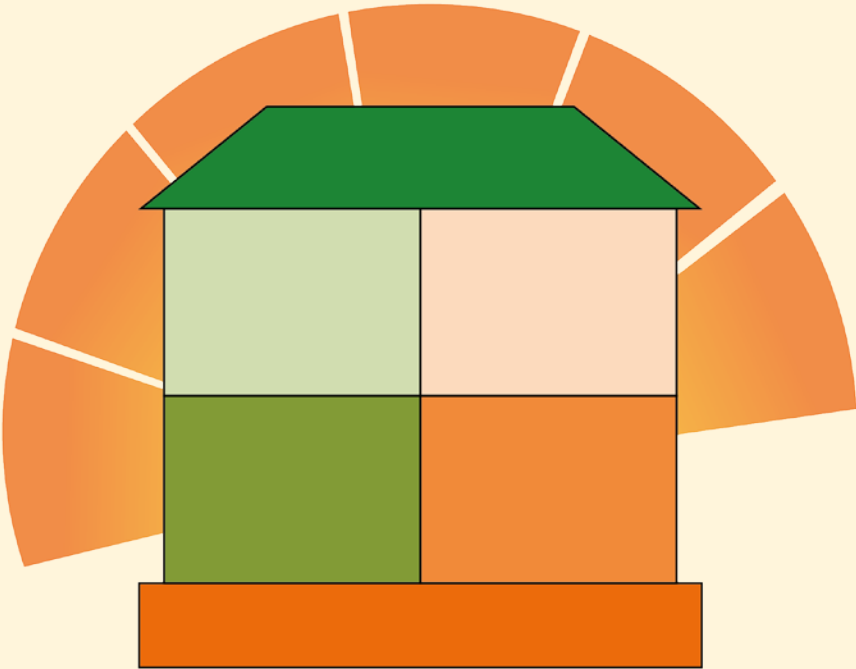
More effective and efficient positive
change in society!



Steps to collaboration



1. Learning ...understand principles and tools



2. Strategy...be clear about your drivers

What are the 'real' reasons...

- Financial position?
- Economies of scale?
- Outside pressure?
- People leaving?
- Weak leadership?
- Poor strategic direction?
- The will to carry on?
- Need a lifeline?



3. Matching...theory and reality of matchmaking



2 N4Ps promoting
volunteering

“Like working with aliens
from Mars”



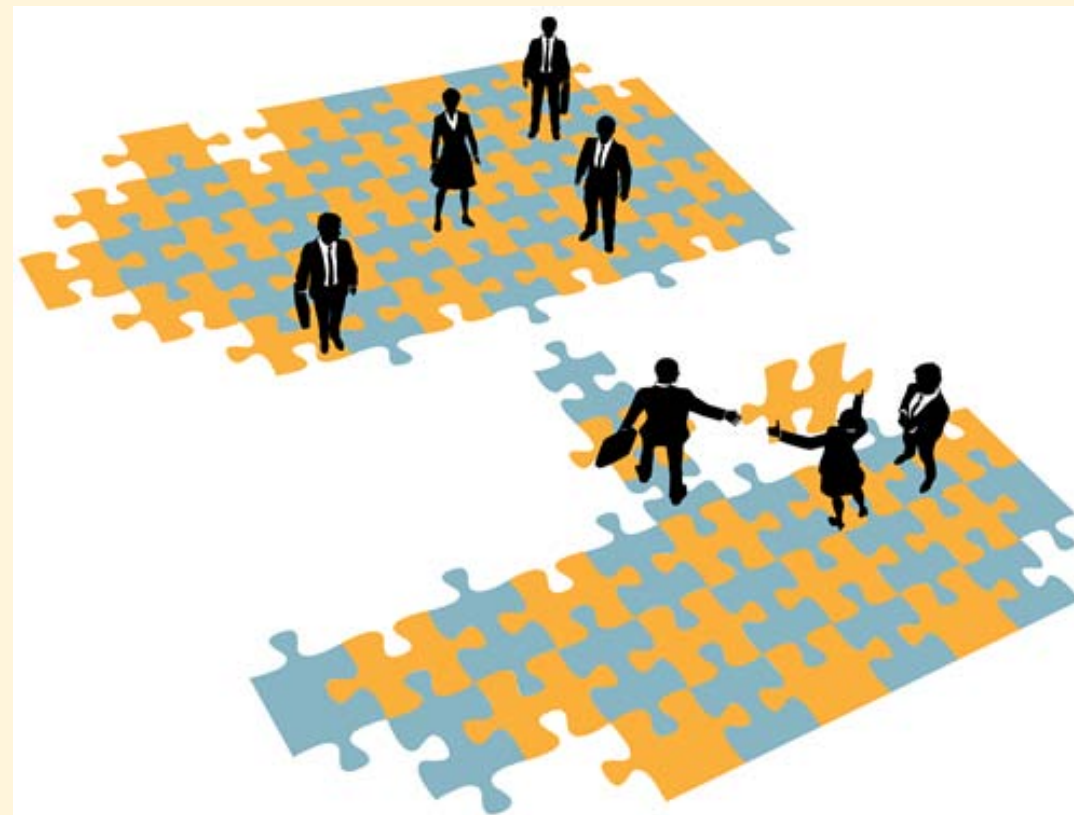
4. Facilitating ...keeping people on board

Building trust at each stage

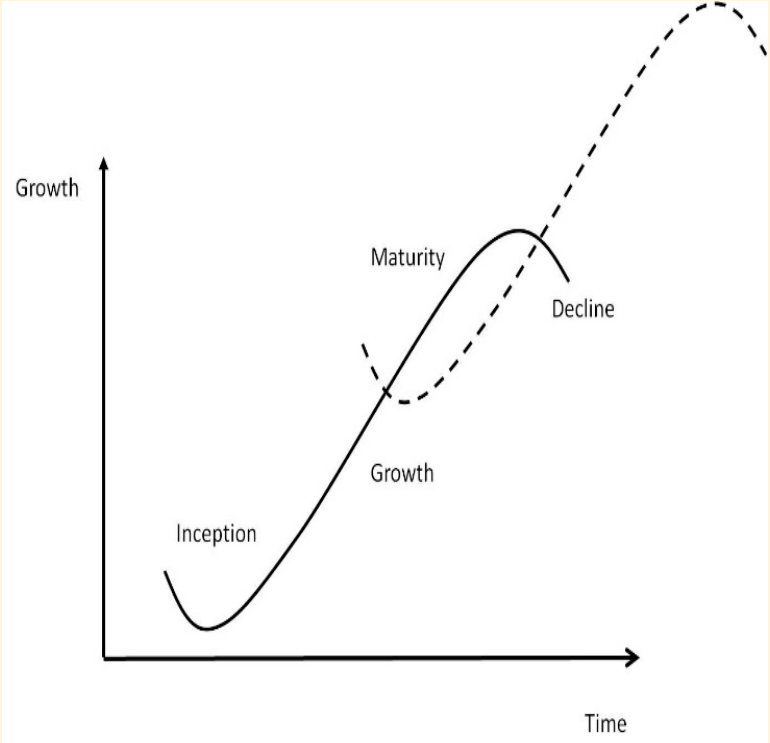
And dealing with the deal breakers
early on!

Often name and leadership - fear
of being dominated

Keep attention on greater good of
organisation and clients



5. Mentoring... remember, it's the beginning of the new story



Thank you!



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www.centreonphilanthropy.org



Collaboration Platform

