When to Say “I Do” and Build a Long-Lasting Partnership

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Session Objectives

- Identify key elements of building and maintaining strong partnerships.
- Explore questions to ask partners.
- Examine the benefits and challenges of a memorandum of understanding.
- Determine which resources can best support your program goals.
Minute to Win It
Three C’s of Partnerships

- Cooperation
- Coordination
- Collaboration

(Mattessich, 2001)
Sort your partners
Elements of Strong Partnerships
Asking the Right Questions
Asking the Right Questions to the Right People
Benefits:
- Clearly defines roles and responsibilities.
- Can be helpful when there is staff turnover in keeping the program operating the same way.

Challenges:
- Might be required for some partnerships.
- Might be difficult to change and adjust programming.
When to Walk Away

- Mission and Vision mismatch.
- Partner is not willing to make a commitment of time, money, or resources.
- Partnership does not benefit the adult learners in your program.
- Partnership is not sustainable.

(Elsey, et al., 2016)
# Partnership Inventory Tool

<table>
<thead>
<tr>
<th>Partner</th>
<th>Type (education, workforce development, health &amp; human services)</th>
<th>Purpose of partnership</th>
<th>Partnership activity</th>
<th>Partnership communication and frequency</th>
<th>What works?</th>
<th>What would help make it better?</th>
</tr>
</thead>
</table>


(PAAER, 2021)
https://lincs.ed.gov/professional-development/resource-collections/profile-957

https://www.conservationgateway.org/Documents/3Cs_Table.pdf

PA Adult Education Resources (PAAER). (2021). Adult career pathways partnership inventory, 
https://www.paadultedresources.org/data-collection/