

“Partner”

What’s the first thing you  
think of?

# Take Your Partners!



Let's dance!

# Partner Dance

- Partner dances are dances whose basic choreography involves **coordinated** dancing of two partners, as opposed to individuals dancing alone or individually in a non-coordinated manner.

# What is a Partnership?

- A partnership is an arrangement where parties, known as partners, agree to **cooperate** to advance their mutual interests.

# What does it take?

- What does it take to have a healthy partnership, where those involved can successfully **collaborate** to advance their mutual interests?

# Building Healthy Partnerships

Coordinate

Cooperate

Collaborate

# Coordination

- **Coordination** is the process of organizing people or groups so that they work together properly and well.

# Cooperation

- **Cooperation** is accomplished by the division of labour among participants in an activity, so each person is responsible for solving a portion of the problem.



# Collaboration

- **Collaboration** is a coordinated, synchronous activity that is the result of a continued attempt to construct and maintain a shared conception of a problem.



“Partner”

What’s the second thing you think of?

# Howdy Pardner



# Pardner

- Your 'Pardner' was closer and more **trusted** than a relative. Pardners depended upon each other in tough situations.
- A pardner earned your **respect** by sharing both the gold strike and the hungry winter in a cold cabin. Should the herd stampede pardners were right there, rounding up strays.

Trust =

- **Belief** that someone or something is reliable, good, honest, effective, etc.

# Believe!

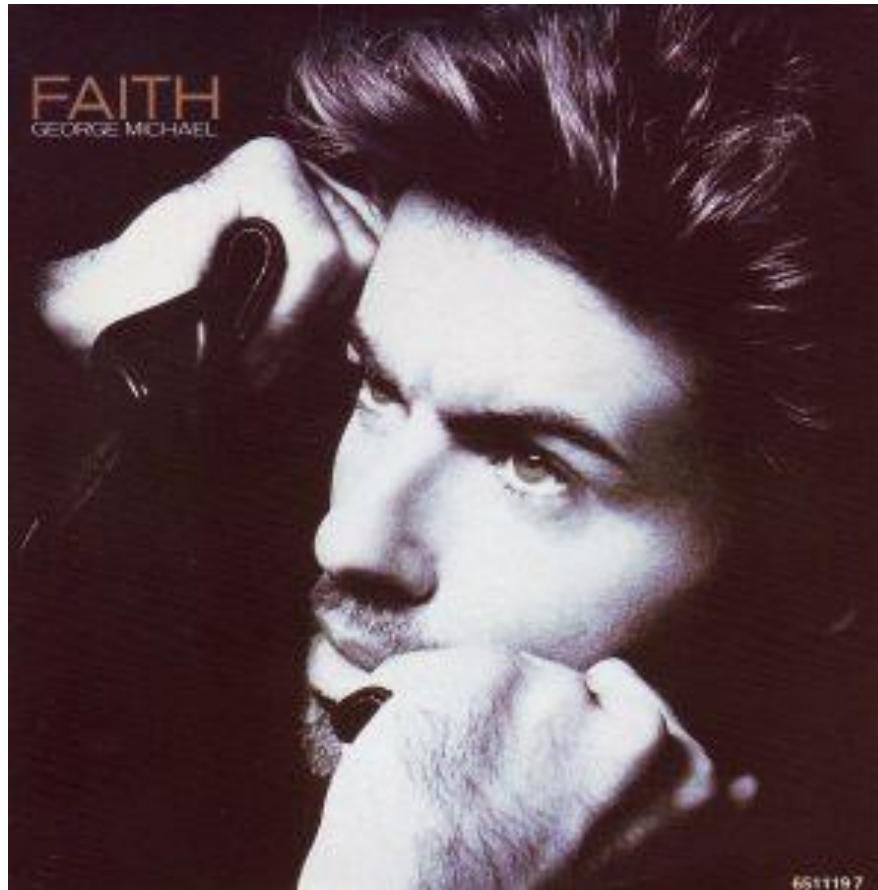


I know that I'll get through this  
'Cause I know that I am strong

Trust =

- **Faith**, assurance, confidence in someone or something





'Cause I gotta have faith, faith  
'Cause I gotta have faith, faith, faith

# Respect

- Admire (someone or something) deeply, as a result of their abilities, qualities, or achievements.
- Are we just bringing partners to the table, or are we **respecting** everyone's time and contribution — giving them credit and ownership?

# Aretha Franklin

## Respect



*R-E-S-P-E-C-T*

*Find out what it means to me*

# What is a partner?

- Either of two people dancing together or playing a game or sport on the same side.
- Either member of a married couple or of an established unmarried couple.
- A friendly form of address by one person to another.

# What is a business partner?

- A person or organization that takes part in an undertaking with another or others, especially in a business or company with shared risks and benefits.

# Strength through Strategic Partnership Development

- The first step to planning a partnership is to clearly define what you want to get out of it.



# Strength through Strategic Partnership Development

- Increase exposure
- Increased visibility
- Cross-promotion

# Strength through Strategic Partnership Development

- Increase the range of programs and services
- Access to tools, resources, information and knowledge
- Joint initiatives
- Share information and coordinate your efforts



# Strength through Strategic Partnership Development

- Save administrative costs
- Share expenses
- Share workspaces
- Sharing staff or departments
- Strategic restructure or merger

# Strength through Strategic Partnership Development

- Increase your credibility
- Improve your public's perception of your organization

# Always!

- Define what you want a partnership to accomplish and be completely clear about your goals as you explore the possibilities
- Make sure the prospective partner aligns with your organization's mission and core values

Within the field of invasive species management, it is imperative that we have **strong and united partnerships** in order to be most effective provincially and beyond because "invasive species know no boundaries".



“My model for business is The Beatles. They balanced each other, and the total was greater than the sum of the parts. That’s how I see business: **great things in business are never done by one person, they’re done by a team of people.**”