

# Building Partnerships What does it take?

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Darwin Was Wrong!

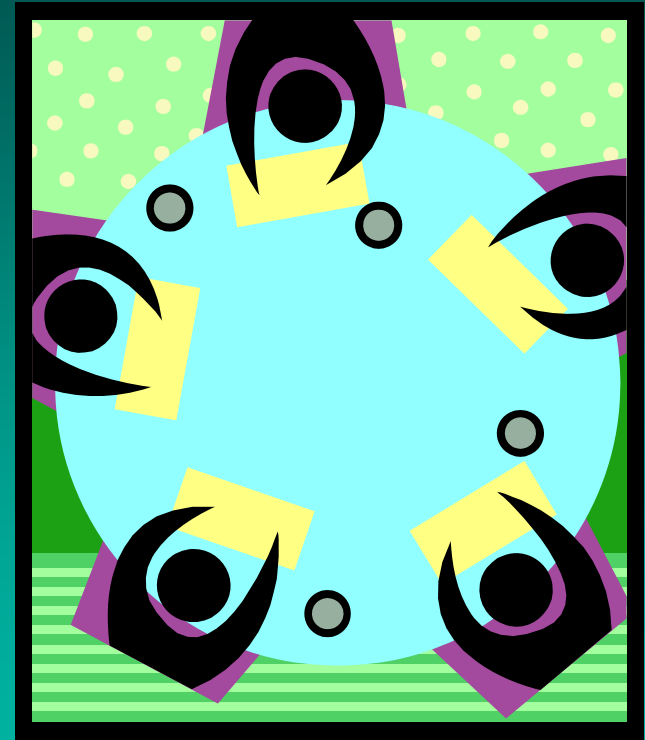


# Was Darwin Wrong?

- Survival of the fittest – Competition
- vs
- Collaboration – Team work
- Partnering for achievement
  - Cost vs outcome
  - Investment vs benefit

# Why Partnerships?

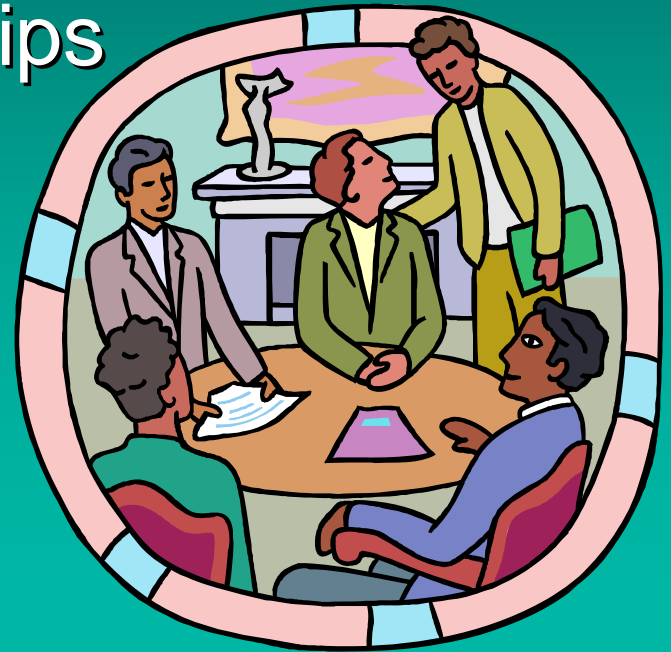
- Conserve resources
- Implement Faster
- Reduce risk
- Access to resources
- Increase flexibility



What is a Coalition?  
(Partnership?)

# What is a Coalition?

- Networks
- Strategic Relationships
- Public-private partnerships
- Community based
- Mutual benefits



# What is Shared?

- Unifying policies
- Shared actions
- Shared information and resources
- Shared burdens
- Stronger efforts
- Presenting a united front
- Larger obtainable goals

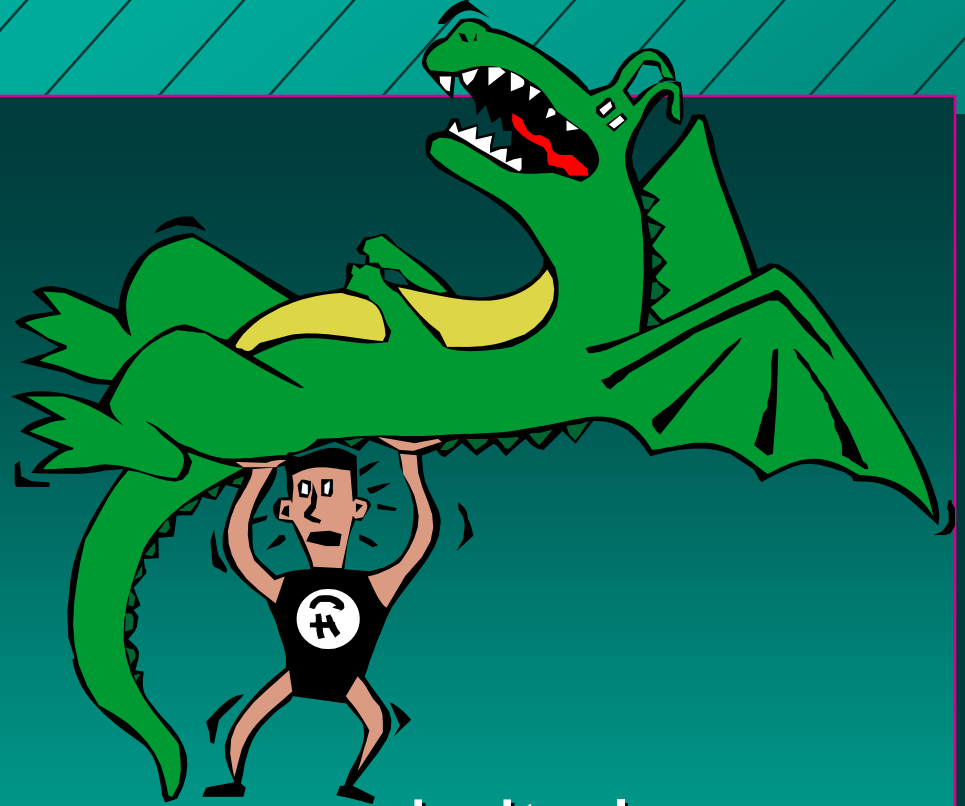


# Qualities of a Coalition

- Diversity
- Formal Working Relationship
- Flexibility
- Efficiency
- Collaboration



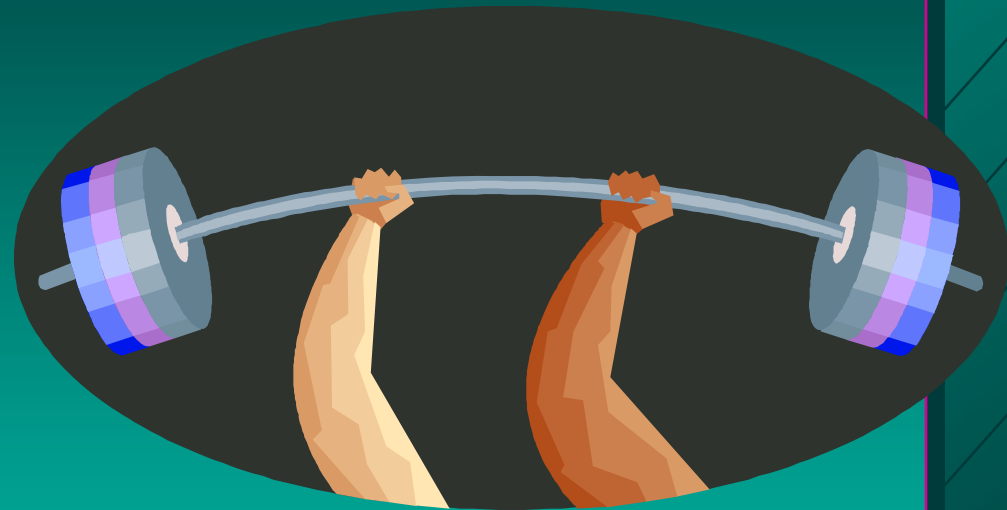
# When NOT to have a Coalition!



- One agency/company can do it alone
- Non-cooperation/competition
- No/limited resources
- Have another way to accomplish

# Traits of Successful Coalitions

- Efficient
- Flexible
- Specialized
- Expansive
- Interdependent
- Exciting



# 4 Stages of Coalition Development

1. Formation
2. Implementation
3. Maintenance
4. Outcome



# Capacity Building

- Commitment
- Influence
- Operational Capability
- Training Capability
- Sustain, Replicate



## *Leader*

- A coach
- Makes people more productive
- Good listener
- Confronts nasty problems
- Makes it look easy
- Trusts people
- Tolerant of open disagreement
- Gives credit to others
- Looks for controls to abolish
- Keeps all promises
- Mistakes = opportunities
- Often takes the blame

## *Non-Leader*

- Gives orders to people
- Thinks of personal awards
- Good talker
- Elusive; the artful dodger
- Makes it look difficult
- Trust only words and numbers
- Intolerant of open disagreement
- Takes credit
- Loves new controls
- Doesn't keep promises
- Mistakes = punishable offenses
- Looks for a scapegoat

# Benefits of Good Team Communication

- Open communication
  - More information from team members
- Clear communication
  - Insure understanding all parties
- Good listening
  - Content and intent are heard
- Nonverbal communication
  - Identifies things that can get in the way



# Communication Is Most Important:

When:

- Choosing a coordinator
- Putting together a team
- Working as a team
- Implementing your plan
- Interacting outside the coalition
- Conflict arises



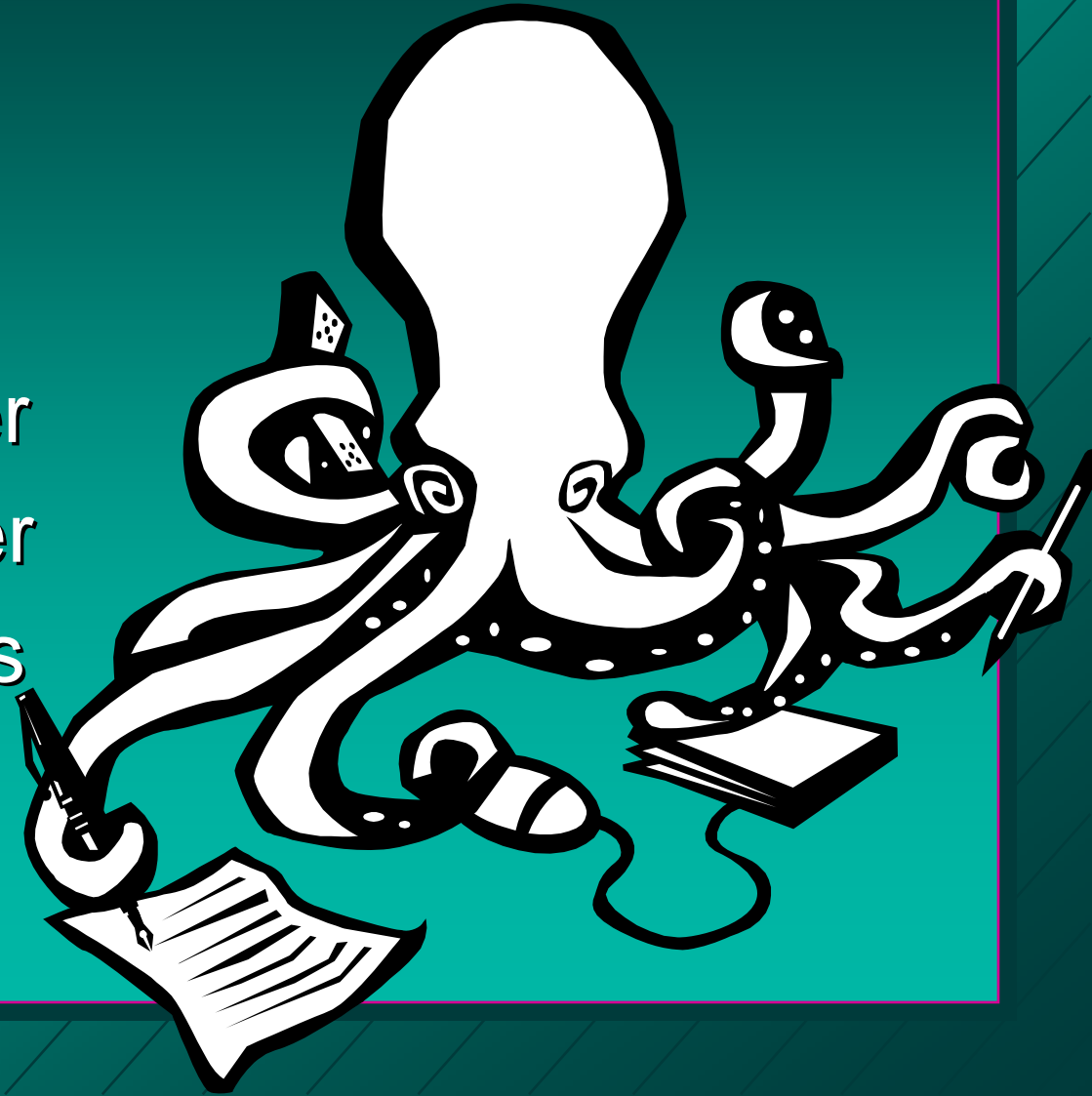
# What Does it Take to Start?

- Convener
  - Coach
  - Recruiter
  - Cheerleader
  - Player



# Convener Functions

- Communicator
- Contact person
- Strategic planner
- Meeting arranger
- Jack of all trades



# Who Should BE in a Coalition?



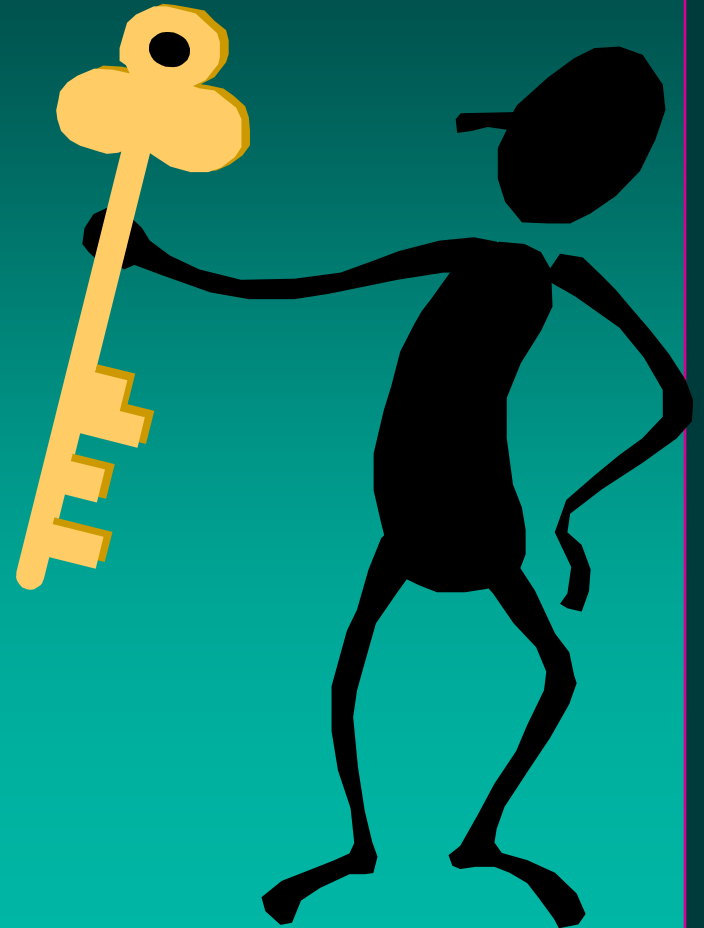
# Steering Committee

- 4-8 key organizations
- Before general meeting
  - Vision and mission
  - Structure
  - Goal
  - Agree
  - Continuity



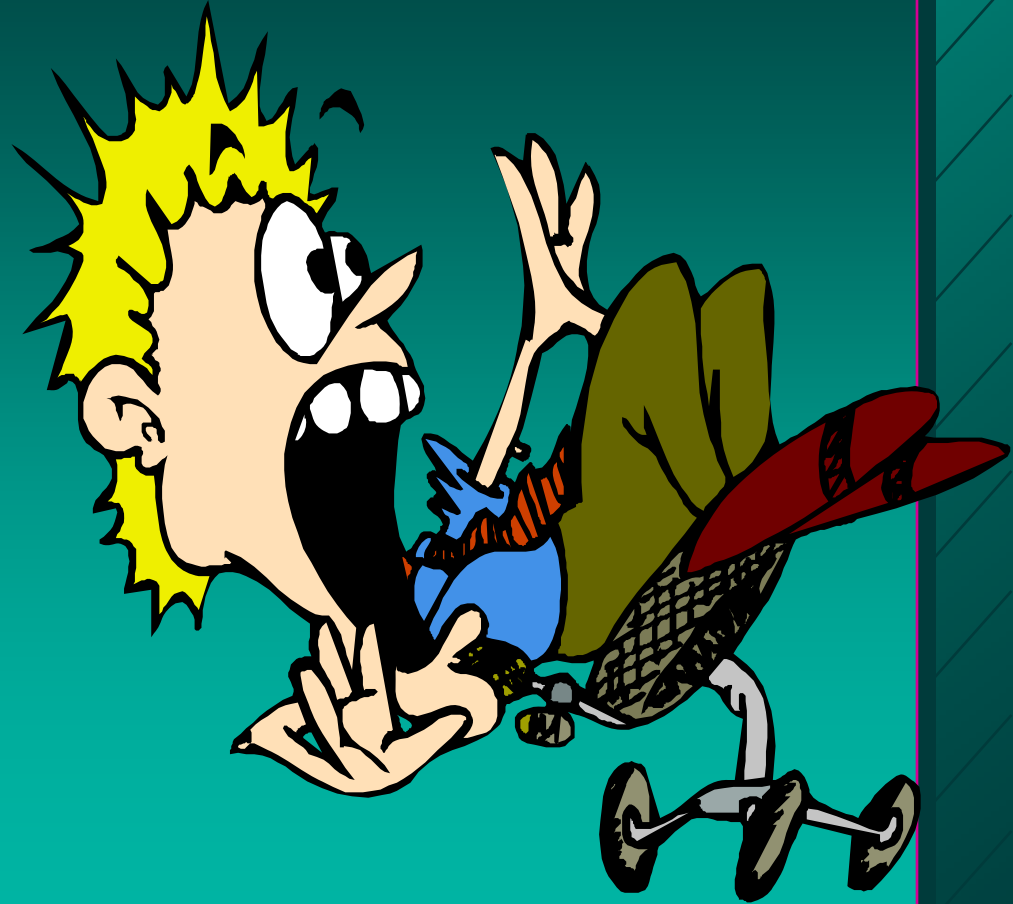
# Key Communication Points

- Listen carefully
- Demonstrate caring
- Enthusiasm
- Communication plan
- Build trust
- Don't lose it!



# Pitfalls to Avoid

- Lack of leadership
- Lack of Structure
- Fragmentation
- Poor planning
- Others?



# Questions?

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