

Building Alliances



La Piana
CONSULTING

Alabama 
ASSOCIATION OF
Nonprofits

Who We Are



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La Piana Consulting helps the social sector achieve its greatest impact

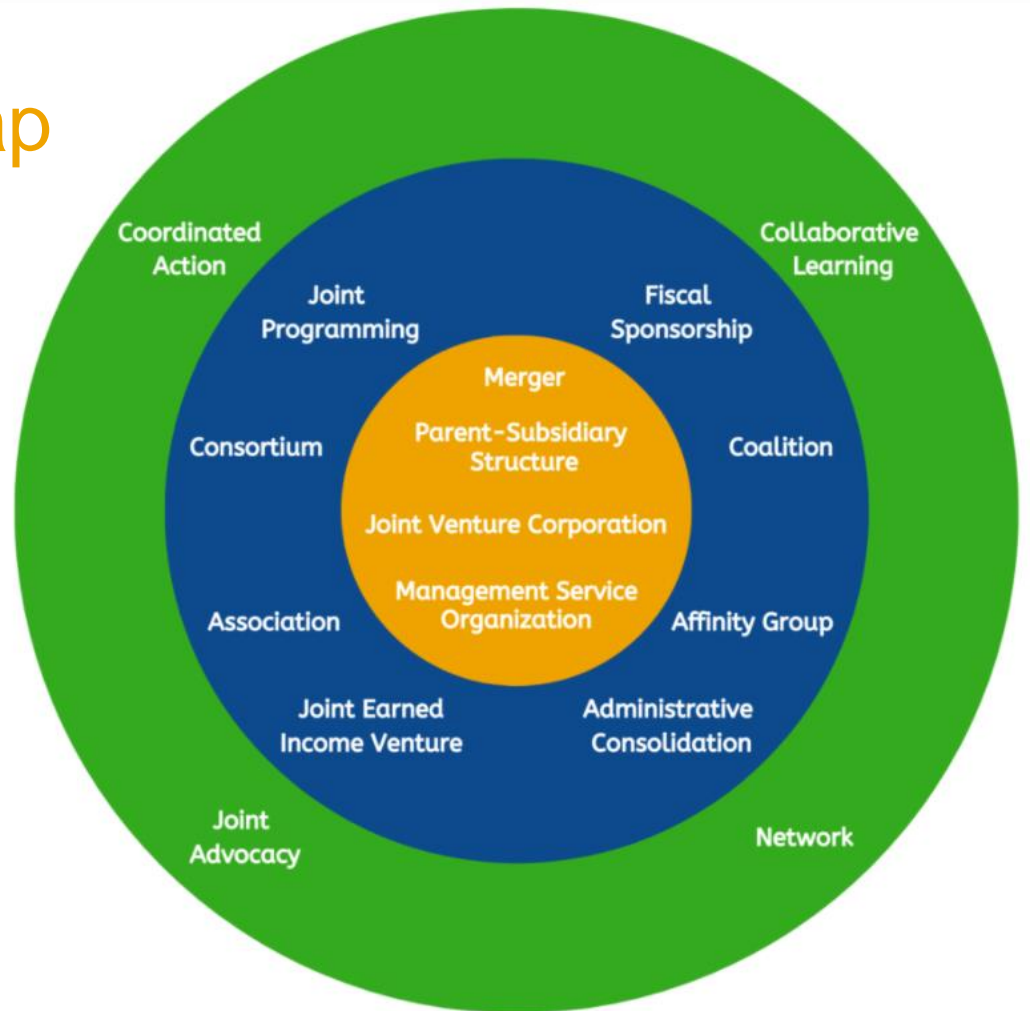
Today's Agenda

- Collaboration Success Factors
- Collaboration Versus Going It Alone
- Types of Nonprofit Collaborations
- Change Management
- Q&A
- Additional Resources



The Collaborative Map

- **Collaboration**
- **Alliance**
- **Strategic Restructuring**





What is your personal level of experience with strategic collaboration?

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Where is your organization in its strategic collaboration journey?

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Strategic collaboration success factors



Collaboration Success Factors



Potential Roadblocks



**Autonomy
Concerns**



**Lack of
Trust**



Self-Interest



**Organizational
Culture**

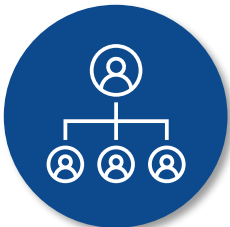
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Collaborate or
Go It Alone?

Collaboration Motivators



Market Opportunities



Leadership Changes



A Tired Board



To Better Serve the Community



Organizational Economics



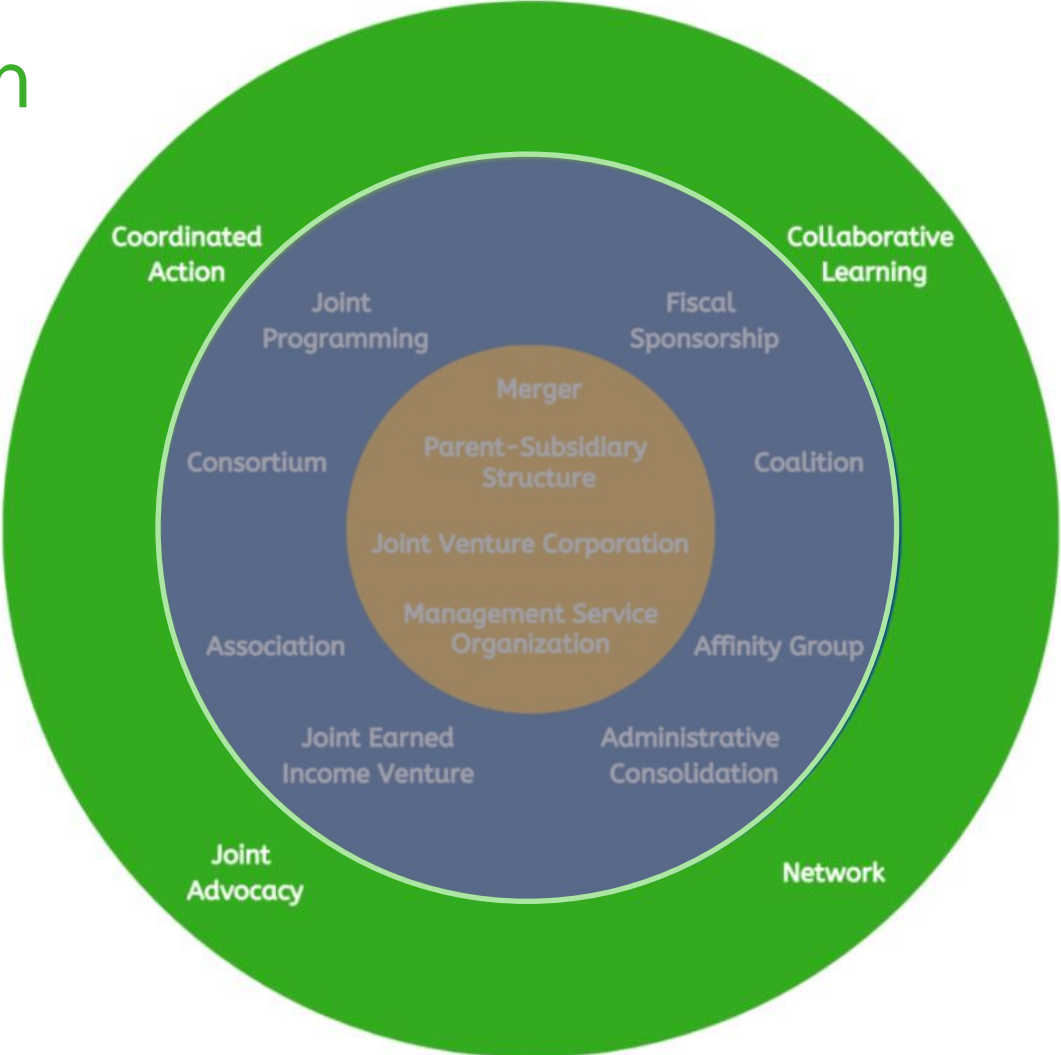
Which of your organization's desired strategic outcomes might be most successfully achieved through strategic collaboration (versus going it alone)?

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Exploring the Collaborative Map

Collaboration



Alliance



Strategic Restructuring



Forming & Maintaining Collaborations

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Assessing Readiness



1 How might a strategic alliance advance your strategy?

2 What collaborator traits are most important?

3 Do you have the capacity to explore an alliance?

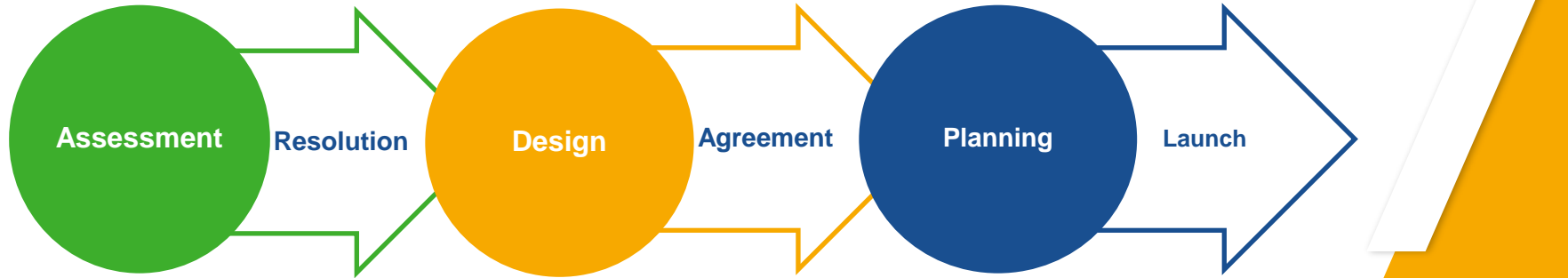
Criteria for Potential Collaborators

- Do you have similar or complementary missions and visions?
- Do you share common values, customs, beliefs, and practices?
- Have you worked well together before?
- Do you have a high enough level of trust on which to build a relationship?
- Do your strengths complement each others' needs?
- Does their financial status raise any concerns?

Individual Reflection



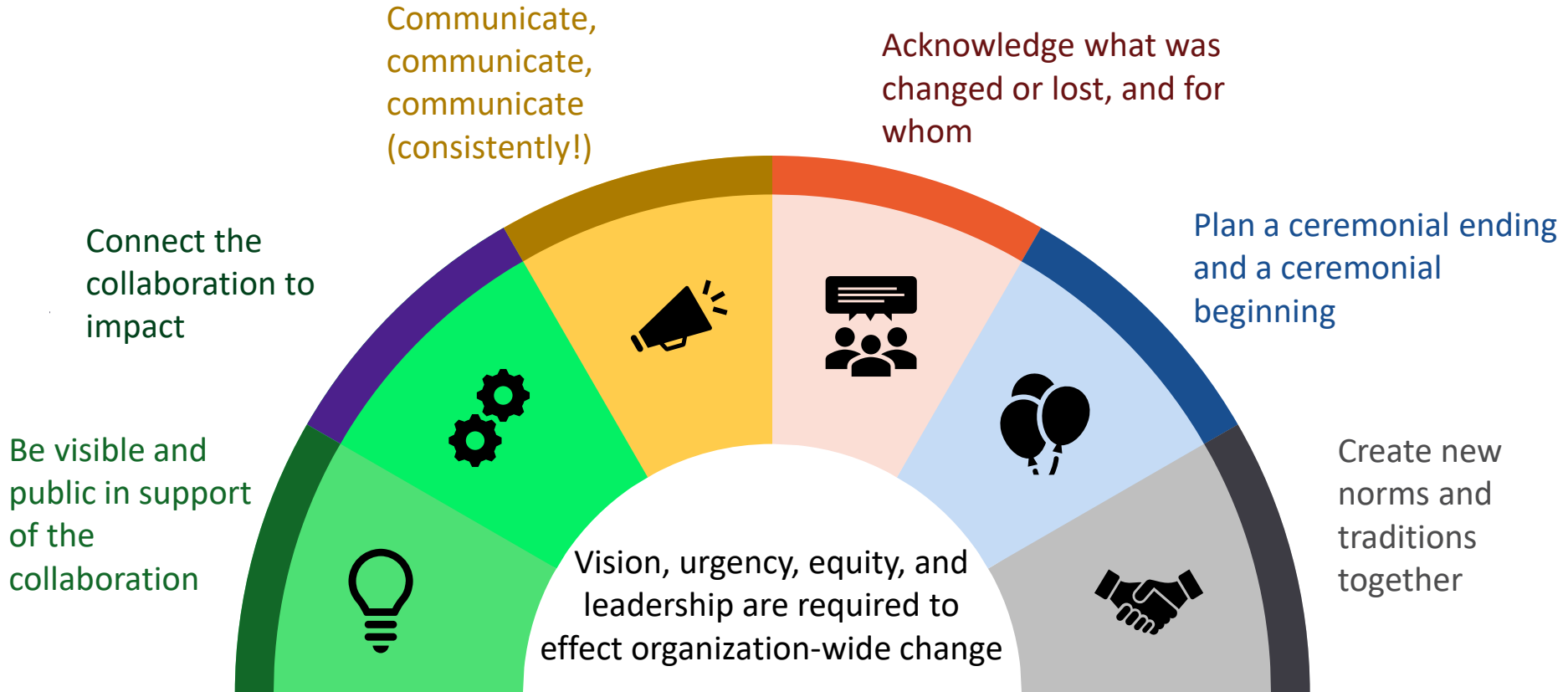
Strategic Alliance Phases



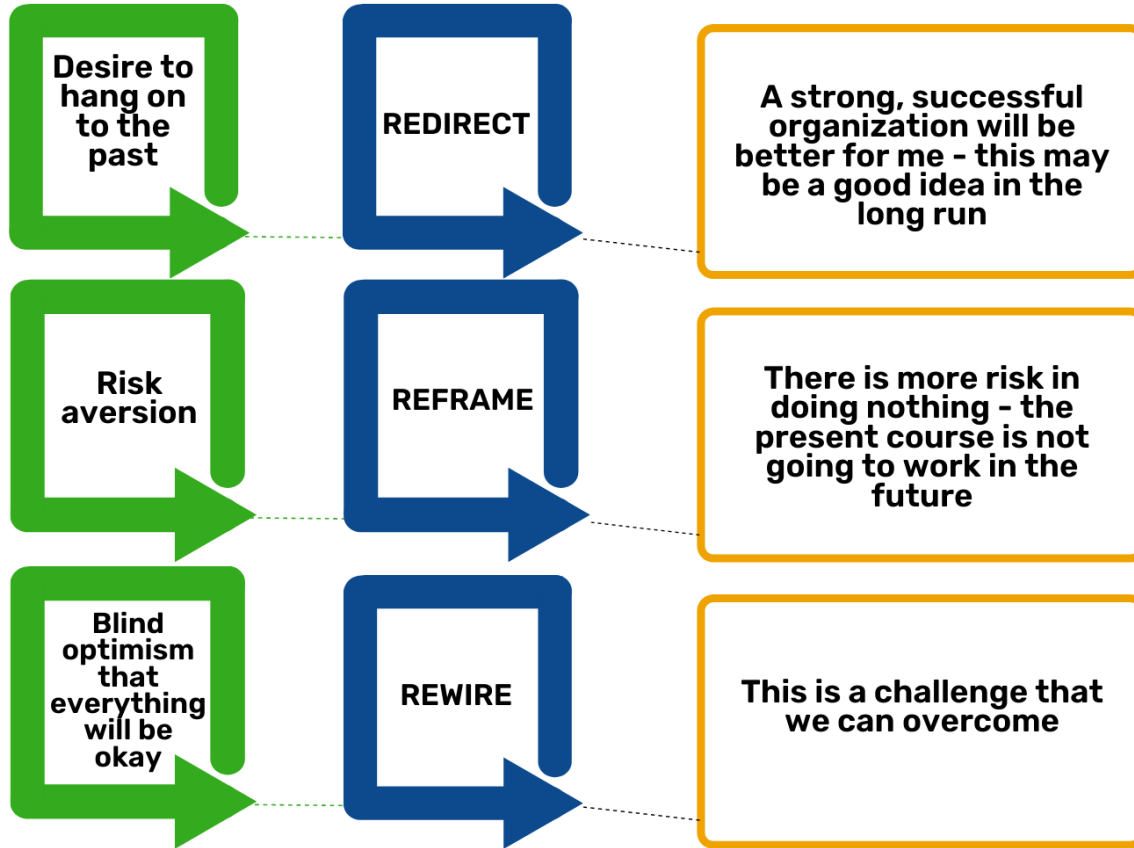
Sustaining Collaboration

- Make it official by documenting mutual commitments
- Plan for leadership turnover
- Make data work for you and track progress toward key outcomes
- Cultivate broader involvement beyond the core group
- Continually learn from and adjust what you are doing
- Build on the experience and your understanding of the issues you are addressing

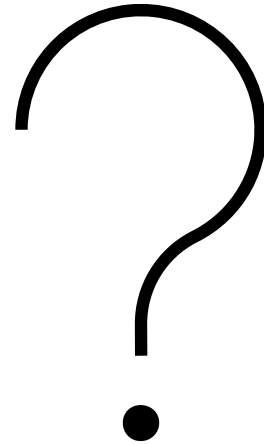
Strategies for Leading Change



Redirect, Reframe, Rewire



Questions?



Closing Thoughts

- Collaborations are part of an impact strategy
- First clarify the goals of the collaboration, then pick a structure
- Collaboration takes time, resources, authentic stakeholder engagement, and capacity
- A strong process will provide confidence and structure
- The more integrated the collaboration, the more likely some supporters will choose to leave

Thank you!

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