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Les Clarke

Director of Operations

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Partnership and Collaboration

- What do these terms means?
- Are they synonymous?
- Can you have one without the other?
- What makes a partnership different from another relationship?
- Committed or fickle?

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Effective Partnerships and Collaborations

- Clarity and consistency (unity) of purpose
- Clarity of roles and responsibilities
- Eliminate personality dependency – organisational buy –in
- Solid – resilience and resistance
- Mutual trust
- Mutual benefits
- Close to equality
- Cuztomers are part of the partnership

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Independent Sector

- New money
- New ideas
- Entrepreneurial approaches
- Stability
- Non-departmentalised approach
- More holistic
- Flexible and responsive

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Quid pro quo

- Commitment – through thick and thin
- Changes by consensus
- No dirty tricks
- Flexibility
- Realism
- Ethical
- Sensible

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Partnerships can be …

Civil

Abusive