Session #13 Overview – Strategic Alliances Part 2

June 21, 2019 | 9:00am – 12:00 noon | Allie Chang Ray

STRATEGIC ALLIANCES: Part 2 of Two Sessions
A nonprofit organization will experience a variety of stages during its lifetime. This session will build on knowledge gained from May's session (providing a brief recap for those unable to attend) and help participants: 1) identify and test indicators of strategic alliance readiness, including opportune times to consider options; 2) how your agency can begin to explore opportunities and prepare for future conversations about strategic alliances; and 3) learn from others who have taken part in the strategic alliance journey.

Special Instructions: Bring a mobile phone (or other wi-fi enabled device) that can text to the training session.

Target Audience: Board members and executive directors.

Learning Objectives for Participants:
- Better understand the indicators that support a strategic alliance-ready environment.
- Advance learning on approaching or responding if approached to starting a strategic alliance conversation.
- Gain knowledge about how to apply the tenets of strategic alliances through experiences of others.

Key Concepts:
- The Collaborative Map informed by David La Piana
- Partnership Screen Tool presented by Todd Barnes, Board Member, Nonprofit Missouri
- Building and Sustaining Effective Collaborations, Research Brief, Social Entrepreneurs, Inc.

Group Interactions and Exercises: Case studies, presentation and using SWOT components to inform alliance consideration

Racial Equity Lens Application: Asset mapping highlight**s** potential blind spots when approaching strategic alliances with a racial equity lens.

Major Take-Aways by Participants: 1) Partnership screening tools and related tenets; organized approach to exploring synergies; 2) Explanation of multiple levels of strategic alliances; Collaborative Map; 3) Increased reception to strategic alliances; consider various forms of alignment; benefits of partnering; and 4) Communication key to approach & process toward collaboration

Key Concepts in Common with Other Sessions:
Session #12: Strategic Alliances, Part 1; #14 Succession Planning #15: Envisioning/Driving Direction.

To Learn More:
Connolly, Paul (2006). *Navigating the Nonprofit Lifecycle: A Capacity-Building Guide for Nonprofit Leaders.*
http://www.lapiana.org/insights-for-the-sector/insights/collaboration-and-strategic-restructuring/partnership-matrix
Stevens, Susan Kenny (2002). *Nonprofit Lifecycles: Stage-Based Wisdom for Nonprofit Capacity.*
Winer, Michael and Karen Ray (1994). *Collaboration Handbook: Creating, Sustaining, and Enjoying the Journey.*

About the Presenter:
Allie Chang Ray is principal of Mutare Network, LLC, a consulting practice that provides guidance and support to grant-makers, nonprofit service providers and associations. By focusing on key capacity areas, including strategic planning, data collection and reporting, board governance, fund development, and advocacy, she helps to increase organizational effectiveness by working closely with leadership and other stakeholders. Ms. Ray is also an adjunct instructor at the Brown School of Social Work.