

Funding Application Primer Series:

Session #4 Exploring Strategic Alliances

Core Competency Self-Assessment & Growth Opportunities



Description: Today's workshop explores the spectrum of collaboration, rationale for its pursuit, phases of discovery, due diligence, negotiation & assimilation, along with defining success. The presenter will identify indicators of strategic alliance readiness and ways to begin to explore opportunities & prepare for future conversations about strategic alliances.

Learning Objectives for Participants:

- Improve knowledge about nonprofit developmental stages and lifecycle stage of your agency.
- Advance learning about nonprofit cooperation, coordination, partnership, collaboration & consolidation.
- Gain insight on what it takes to become ready for a strategic alliance and how to pursue/engage in a conversation when the time is right.

Core Competencies: □ Openness & receptiveness to explore strategic alliances; □ Results from regular SWOT analysis inform desired attributes to explore; □ Consideration of various alliance forms for strengthening effectiveness; □ Regular collaboration, integration & alignment of services/operations with other providers;

Self-Assessment & Growth Opportunities

Directions: Use the chart to rate your agency on its skills possessed (S) and its application (A) of Core Competencies addressed in this Session. Ratings range from 1 to 10, with 1 equating to No Skills and Application and 10 - Highly Effective Skills and Application. Then, based on these ratings, identify growth opportunities you/your agency may want to pursue. **Note:** The assessment is solely for your use, to help: (1) consider your agency's readiness to complete a qualified application; and (2) identify potential areas of growth you/your agency may explore. Please retain your Self-Assessment & Growth Opportunities document to inform your work in Session #5: Strengthening Your Strategic Planning Process.

Skills & Application												Growth Opportunity & Strategy
Agency Core Competency	(S/A) Scale:	1	2	3	4	5	6	7	8	9	10	
<i>Ex: Proper Board structure in place.</i>			A		S							Putting skills into practice; educate Board on structural benefits
Openness & receptiveness to explore strategic alliances.												
Results from regular agency SWOT analysis inform desired attributes in potential partners to explore/seek.												
Consideration of various alliance forms for strengthening effectiveness.												
Regular collaboration, integration & alignment of services/operations with other providers.												

Notes: _____