

Funding Application Primer Series

Unpacking Core Competencies related to Key Funding Parameters

Module Four: Exploring Strategic Alliances

Module Description:

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 & ways to begin to explore opportunities & prepare for future conversations about strategic alliances.

Workshop objectives:

- Increase knowledge about nonprofit developmental stages and lifecycle stage of your agency.
- Advance learning about nonprofit cooperation, coordination, partnership, collaboration & consolidation.
- Gain insight on indicators supporting strategic alliance-ready environment & how to start a conversation.

Module Agenda

Time	Activity
9:00 am	Welcome - Julie Simon, Helping Agencies Build Capacity, United Way of Greater St. Louis <ul style="list-style-type: none"> ■ Commences session; reminds about Series intent and framework ■ Highlights Overview and Modules to date. ■ Introduces Presenter.
9:10 am	Module Presentation – Allie Chang Ray, Mutare Network <ul style="list-style-type: none"> ■ Includes lifecycle theory, models and dimensions, strategic alliance driving forces, frameworks to consider, types of alliances, common themes & condition primers.
10:20 am	Break – 10 minutes
10:30 am	Presentation continues <ul style="list-style-type: none"> ■ Includes Community Needs Assessment results breakdown and partnership assessment tool, leading to Marketplace lunch activity.
12:00pm	Lunch & Data Collection Activity
1:00 pm	Continued presentation and exercises: <ul style="list-style-type: none"> ■ Includes case studies, strategies for sustainability, collaborating for equity & justice, learning from failing & best practices for high impact organizations.
1:50 pm	Conclusion - Julie Simon <ul style="list-style-type: none"> ■ Participants reflect on & self-assess agency skills and application of core competencies (addressed during the session), plus log growth opportunities they may want to pursue.
2:00 pm	Adjourn