

**COOPERATION, COORDINATION AND COLLABORATION!**  
**HOW TO MAKE THEM WORK BETTER!**

**Training presented for your organization**

**by**

**Larry Robbin**

**Executive Director of Robbin and Associates**

**\* Over forty-five years of national training experience!**

**\* Trained over 100,000 people!**

**\* Presented at more than 500 conferences!**

Partnerships are the hallmark of this era. However, we rarely discuss what makes them work. Because we have not examined best partnership practices and analyzed why they fail, our partnerships are often not as successful as possible. This unique workshop looks at both best practices and reasons for failure in ways that will take your work with other organizations to a much higher level of performance.

There are many things to consider about partnerships. How do you decide what type of partnership you need? Why isn't collaboration always the best option? What are the strengths and weaknesses of different ways of working together? Why do people call so many partnerships collaboration when very few of them live up to the definition? What makes some organizations great partners while others often inadvertently weaken collective efforts? This workshop answers these questions and much more!

- \* Find out the best way to start partnerships so you avoid problems in the future. How do you decide which partners to include? What groundwork should be done before the first meeting and what should be done when the partners convene? How will leadership be determined? How do you generate enthusiasm and buy-in from reluctant partners?
- \* Learn to how to tell if you need cooperation, coordination or collaboration. Each approach has different strengths and weaknesses. Find out which one will help you meet your goals in the most time effective way possible.
- \* Be prepared to conduct a candid assessment of your organization's partnership capacity. Assess how you function as a partner and create

a partnership improvement plan so you will do better in your next joint venture. Make every collective effort a learning experience.

- \* Discover how to assess if a failing partnership should be terminated or revived. Learn the early warning signs of deteriorating partnerships and find out how to bring people back together at a high level of unity. Get a list of the things that can undermine working together. Make your work avoid these deadly destroyers of collective activity.
- \* How do you decide who should represent your organization? Partnerships are built on both structures and individuals. Weaknesses in either area can seriously damage the process of working together.

Leave this session with a completely new level of understanding of partnership building strategies and best practices. If you want to take your partnerships to the next level of excellence, do not miss this unique workshop!

This workshop is being facilitated by Larry Robbin, Executive Director of Robbin and Associates. He has over forty-five years of experience organizing and leading a wide variety of partnerships on the local, regional and national levels. He has worked with partnerships that included workforce programs, schools, nonprofits, government agencies, businesses, labor unions, housing, training providers, law enforcement, professional associations and many other types of organizations. Larry has trained over 100,000 people and presented at more than 500 conferences. His consulting and training services have been used by over 1000 organizations. To contact Larry to bring this training or one of his other 300 training topics to your program, email him at [larryrobbin@aol.com](mailto:larryrobbin@aol.com). For more information about his services go to [www.LarryRobbin.com](http://www.LarryRobbin.com).