A Collaborative Model in Global Development
Agenda

Goals of the Study

Literature review

Methodology

Findings

Collaboration Tools

Conclusion
Goals of the study

• Present collaboration between organizations (nonprofit, for profit) working in global development
• Assess the Posner Center (PC) role and impact on collaboration in global development
• Support the PC to evaluate its long term impact on collaboration in global development
• Assist the PC to find new ways to push for more successful collaborative work in communities
Literature Review
10 types of Collaboration
Advantages of Collaboration

1. Stimulate innovation and provide increased reach to beneficiaries
2. Increase efficiency and effectiveness
3. Create more effective ways of doing things
4. More flexibility to take on risks
5. Share common expenses

Benefits of Collaboration
(Hastings 1996; Mayo 1997; Jupp 2000)
Barriers of Collaboration

**BARRIERS TO COLLABORATION**

- Status Gap
- Competition
- Scarce Resources
- Fear
- Cultural Differences
- No incentives
- Too busy
- Unskilled

**Willing or Able?**

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Methodology
Methodology

- Sampling
- Data Collection
- Data Analysis

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<th>Codes</th>
<th>Global Seed Savers</th>
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<th>Into Your Hands Africa</th>
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Coding themes per organizations
Findings
RQ1: What Do Tenants and Members Gain from a Collaborative Experience?

• Access to collaborative funds

• Posner Center guidance and support

• Value creation

• Proximity in the PC helps for capitalization and sharing of experiences
Achieving Successful Collaboration

- Structure
- Shared vision
- Honesty / Trust
- Transparency / Clear roles
- Respect for deadlines
- Clear / Open communication
- Building a strong relationship with the leadership
- Adaptation
- Set the goals
**R2: What Additional Support from the Posner Center Can Enhance the Collaboration Between Tenants and Members?**

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<td>Into Your Hands Africa</td>
<td>How to identify partners</td>
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<td>How to deal with remote access in the collaborative work</td>
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<td>EWB - USA</td>
<td>Frameworks for relationships, simple Workplan</td>
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<td>Tools/tips for scheduling, communication</td>
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Challenges: More Support for the PC?

- Cross-cultural exchange
- Different practices / Different visions
- Different expectations
- Organizational capacity
- Context change (organization or environment)
- Lack of funding
- Staff working on the project
- Top down communication
- Unrealistic goals
Collaboration Tools
Collaboration Readiness Index

The state of collaboration report, Greg Parston & Anna Randle (2018)
Service Mapping

- Directory of partners working in the same location
- For the beneficiaries, the partners, the donors and stakeholders in general

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Service Mapping

- Stakeholders mapping
- Visualize the active potential partners working toward the same goals
- Label the partners according to their goals and responsibilities
- Highlight collaborative opportunities and gaps in partnerships

http://hannahelizabethphang.com/brownsville-partnerships-map
Partnership Selection Tool

- Due diligence
- Partnership-specific criteria
- Define the value and the process of equity with a local partner
- Value alignment
- Value creation
Figure 2. Partnership Selection for Co-creation of Value

Adapted From Seitanidi and Crane (2009)
Partnership Selection Tool

A tool to illustrate partnerships that your organization already has with institutions or associations in your community and to think about new partnerships which might be useful to your organization.

New Collaboration Tools or Resources

- Adapting existing reference documents for a global development audience

- Package for organizations newly engage in collaborative work (how / when to use the tools)

- Package for capitalization of tools for organizations which are used to collaborative work in global development
Conclusion
Thank You!

Questions are welcome