

# **An Introduction to Partnership**

***“If you want to go fast – go alone;  
If you want to go far – go together”***

***-- African Proverb***

***-- Russian Proverb***

***-- Chinese Proverb***

# **Biblical Foundations of Partnering**

# **Biblical Foundations**

**Ephesians 4: 4-7**

**1 Corinthians 12: 12-27**

**John 17: 20-23**

**How good and pleasant it is when  
brothers live together in unity!....**

**For there the Lord bestows his  
blessing, even life forevermore.**

***Psalm 133***

Unity = One-ness

Uniformity = Same-ness



# **What Do We Mean by “Partnering”?**

# **Network / Association:**

***A group of people  
who are informally linked  
and who communicate with one another to  
share ideas and information  
to meet their individual needs.***





# **Partnering / Collaborating:**

*A complementary close working relationship between individuals and/or organizations*

*who agree to work together for a specific purpose or objective*

*because they believe they can achieve more together than by themselves*

# Networks & Partnering

-  The primary focus of a Network is to share information
-  The primary focus of Partnering is to take joint action – to do achieve something better by working together.



# Partnering Continuum

**Connecting**  
Low Intensity



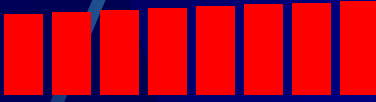
**Cooperating**  
Mild Intensity



**Coordinating**  
Medium Intensity



**Collaborating**  
High Intensity



# Partnering Continuum

## Connecting



Low Intensity

1. Some vision to work together
2. Introductory relationships
3. Information sharing
4. No commitment, risk or structure
5. No joint decision making

## Cooperating



Mild Intensity

1. Some project involvement
2. Informal relationships
3. Joins in with general effort
4. Low commitment and risk / little structure
5. Increasing consensus, but no joint decisions

## Coordinating



Medium Intensity

1. Commitment to projects
2. Formal relationships
3. Collective planning of joint projects
4. Medium risk and commitment and structure
5. Some joint decision making

## Collaborating



High Intensity

1. High commitment of time, funds, and people
2. Deeper relationships with high trust
3. Comprehensive planning of projects
4. High commitment and structure
5. Understood process for joint decisions

The background is a solid dark blue color. It features several thin, white, intersecting lines that create a complex geometric pattern of triangles and polygons. The lines are scattered across the frame, with some crossing each other in the center and others extending towards the edges.

***What are the  
Obstacles to Partnering?***

***How Can we Overcome  
these Obstacles to  
Partnering?***

# ***The Partnering Question:***

***What can we do together  
that we cannot do alone?***



***The Partnering Template:***

***Key Words of Partnering***

# *The Six Key Words of Partnering*

- **One: *Relationship and Trust*** – The foundation to good partnering.
- **Two: *Common Vision*** – Focus on what we are trying to do together; the “big picture”
- **Three: *Process*** – Partnering (and evangelism) is a process not a one-time event.

# *The Six Key Words of Partnering*

- **Four: *Messy*** – The partnering process is rarely “clean” and has no set formula. There are, however, principles and best practices that can be followed.
- **Five: *Consensus*** – Taking the time to secure wide ownership of the partnering effort.
- **Six: *Facilitation*** – The “art” of making something happen by serving.

# *Key Word One: Relationship*

**Relationship = Time + Shared experiences  
– built over time; trust must be earned.**

**The root of the Gospel is restored relationships.**

**Biblical reference: 2 Corinthians 5:18 – the ministry of reconciliation. Philippians 2:4 – look to the interests of others.**

## *Key Word Two: Vision*

**It is easy to focus on the “means” rather than the “end”.**

**Focus on the long-term vision assists us in not getting too distracted by day-to-day demands.**

**Biblical reference: Philippians 3: 13-14 – pressing on toward the goal.**

# *Key Word Three: Process*

**Partnering takes more time and more work than we often think**

**Place events that occur into a larger process of outcomes**

**Biblical reference: The building of the wall in Nehemiah**

# *Key Word Four: Messy*

**Do not look for the “magic” way to do partnering.**

**Relationships – and thus partnering – are often quite complicated.**

**Biblical reference: Joshua’s leadership toward the Promised Land (two steps forward, one step back); Acts 15 36-40 – Paul and Barnabas disagreements.**

# *Key Word Five: Consensus*

**The process of gaining wider ownership of the partnering effort – seeking “win-win” situations.**

**Sharing success – John 4:36-38**

**Consensus means “feeling together.”**

**Biblical reference: Acts 15: 1-29 -- The Council at Jerusalem.**



# *Key Word Six: Facilitator*



**Somebody enabling something to happen;**



**Somebody who aids or assists in a process, especially by encouraging people to find their own solutions to problems or tasks**

**(Websters Dictionary)**

## *Key Word Six: Facilitation*

**Facilitator focuses on the success of the partnership**

**Biblical reference: Barnabas in Acts 4, 9, 11, 15.**

# Partnership Facilitator Roles and Responsibilities

-  *Champion*
-  *Convenor*
-  *Coordinator*
-  *Communicator*
-  *Connector*

# How Does Partnering Work?

# **The Partnering Process**

**Peter Brown wants to start a national partnering initiative to reach out to refugees in Ghana.**

**He proposes to call a meeting of churches and ministries in two months in order to launch the effort.**

**List the advantages and disadvantages of his plan to call a meeting.**

# ***Partnership Life Cycle***

## **Let it Fly / Operation**

- **Establishment of Joint Projects**
- **Emerging Leaders Identified**
- **On-going Efforts**
- **Education / Training of Partners**

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## **Solidify / Formation**

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## **Identify / Exploration (1-3 years)**

- **Identify Key Opportunities**
- **Identify Partner Agencies**
- **Identify/Train Facilitator**
- **Develop Consensus**

# Issues in Cross Cultural Partnering



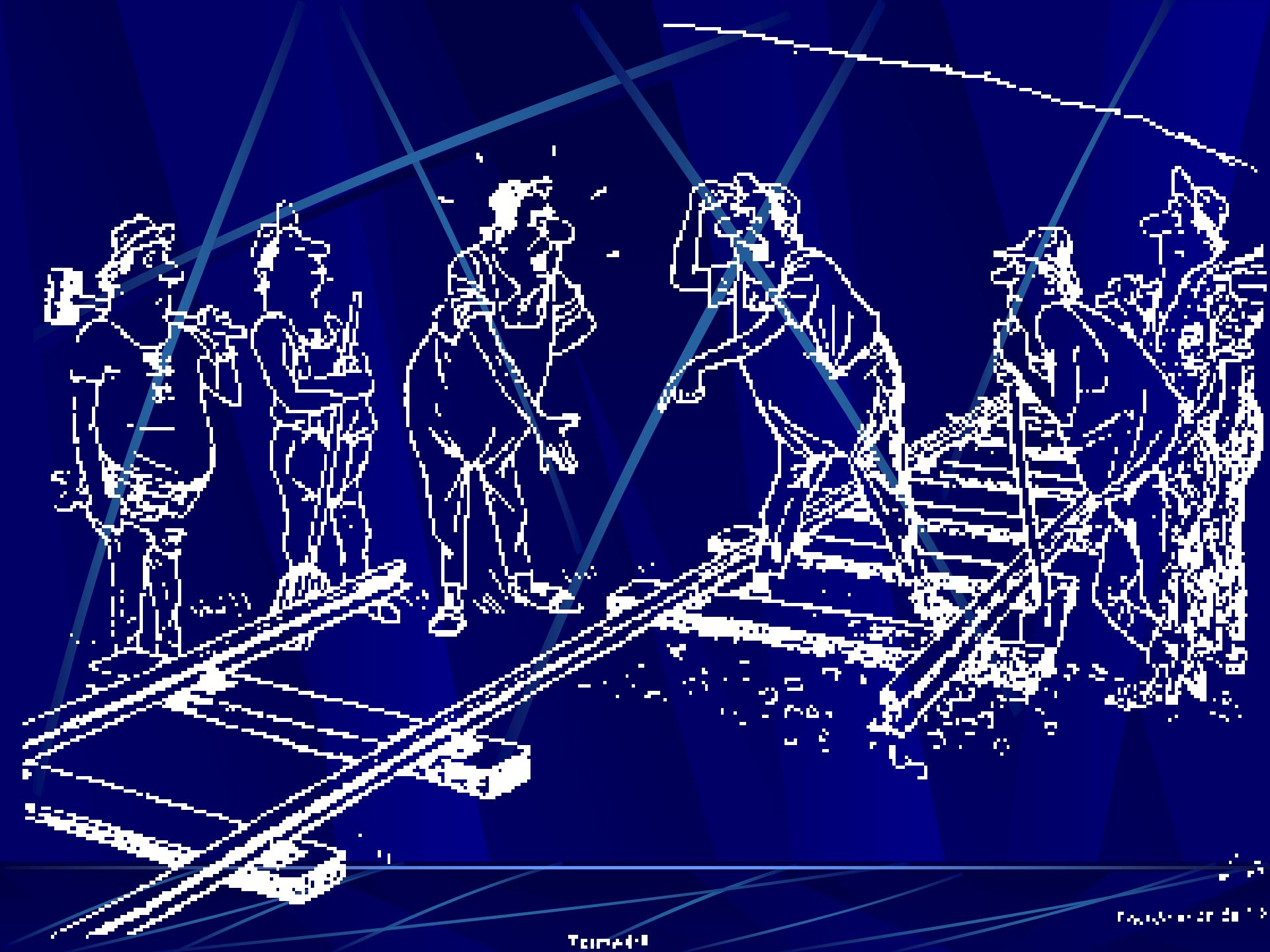
**Communication**



**Dependency**



**Accountability**





# Best Practices of Partnering

***Effective Partnering seeks  
the direction of God in all  
that is done***



# Effective Partnering has a Facilitator or a Facilitation Team



# Effective Partnerships have a Clear Purpose





***Effective Partnerships start  
by identifying needs before  
shaping structure***



***Effective Partnerships have  
clear, well-defined  
Objectives***



***Effective Partnerships are built  
on relationships of trust,  
openness and mutual concern***





***Effective Partnering focuses on what partners have in common rather than on what makes them different***





***Effective Partnering  
maintains a high level of  
participation and ownership  
by the partners***



***Effective Partnering  
continuously imparts the vision  
and skills for partnership  
development to all the partners***





# ***Effective Partnering is not free of charge***



***Effective Partners recognize that  
partnering is an  
on-going process, not an event***



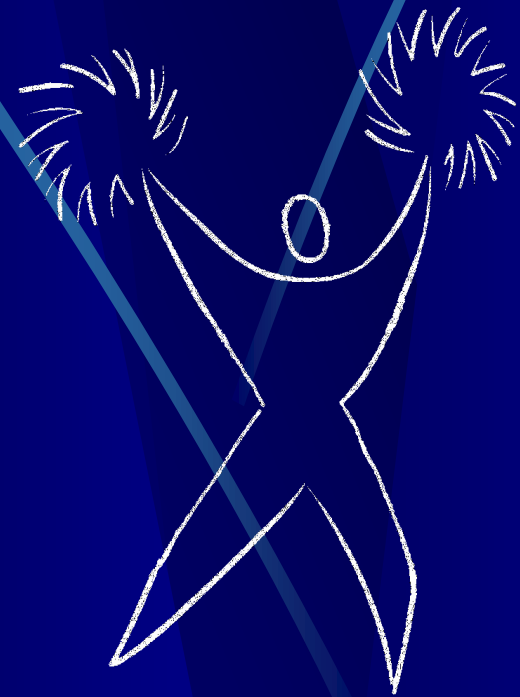
***Effective Partnerships recognize that they have various constituencies, whose needs must be acknowledged and whose contributions must be valued.***



***Effective Partnerships keep their eyes on the ultimate vision***



***Effective Partners have an  
“advocate” for partnership  
in their own  
organization***



**Partnering is the Key!**






# *Effective Partners have clear identities and vision*





# Next Steps

-  **Where do we go from here?**
-  **Models / examples to consider**
-  **Connecting to the Strategic Sports Partnership Council**

