



Schools Uniting Neighborhoods Business Partnerships

Key Factors in Successful Collaborations*

FACTORS RELATED TO ENVIRONMENT:

- A. A history of collaboration and cooperation in the community
- B. Collaborative group seen as a leader in the community
- C. Political/social climate favorable

PARTNER CHARACTERISTICS:

- A. Mutual respect, understanding and trust
- B. Appropriate cross section of members (the collaborative group has representation from the segments of the community that will be affected by its activities)
- C. Partners see collaboration as in their self-interest
- D. Ability to compromise

FACTORS RELATED TO PROCESS/STRUCTURE:

- A. Partners share a stake in both process and outcome
- B. Multiple levels of decision-making (every level within each partner organization participates in decision making)
- C. Flexibility
- D. Development of clear roles and policy guidelines
- E. Adaptability

FACTORS RELATED TO COMMUNICATION:

- A. Open and frequent communication
- B. Established informal and formal communication links

FACTORS RELATED TO PURPOSE:

- A. Concrete, attainable goals and objectives
- B. Shared vision
- C. Unique purpose

RESOURCES:

- A. Sufficient funds
- B. Skilled convener

* Source: *Collaboration: What Makes it Work* by Paul Mattessich and Barbara Monsey, Amherst Wilder Foundation, 1992.