



# Partnership and Community Collaboration Academy

## Managing by Network 2023

### Seven Faces of Partnership Mapping Exercise

1. Review the motivation, involvement, and recognition associated with the seven types of partners.
2. Map your partners to their associated motivation, involvement, and recognition.
3. List at least one action step to take in the next two weeks.
4. Share your takeaway on the [Self-Study Form](#).

# *It's A Match Game*

What **motivates** your partner(s)?

What level of **involvement** does/do your partner(s) play in this program/project?

What type of **recognition** would your partner(s) most appreciate?



# Motivation, Involvement, Recognition (MRI)



Investor

Devout

Dynast

Communitarian

M

Doing good is good business.

Doing good is a moral obligation.

Doing good is a tradition.

Doing good makes good sense.

I

Tactical role, mitigate risk, outcome oriented, quantitative evaluation

Operational role, transfer/accept risk, outcome oriented, qualitative eval

Strategic role, mitigate risk, impact oriented,, quantitative eval

Tactical role, mitigate risk, impact oriented, qualitative eval

R

Shared public recognition, spotlight leadership, co-branding

Shared public recognition connected to emotion and values

Shared public recognition to reach constituents and invite partnership

Shared public recognition focused on expressing community values

# More MRI of Our 7 Faces



Repayer

Socialite

Altruist

M

Doing good in return.

Doing good is fun.

Doing good feels right.

I

Operational role, accept risk, output oriented, quantitative evaluation

Operational role, mitigate risk, output oriented, qualitative eval

Strategic role, mitigate risk, outcome oriented, quantitative eval

R

Recognition among agency colleagues and friends.

Individuals thanked in presence of peers, friends, and family.

Quiet recognition, if at all.

## Logic Model Refresher

### Inputs/Activities:

Partnership Skills Training

### Outputs:

Tangible products of activities, i.e., Number of individuals trained

### Outcomes:

Changes that occur i.e., Strengthen trust among partners, interested parties, and Tribes

### Impacts:

Long-term changes i.e., Increase the scope and scale of partnerships to address complex societal needs

# Chart Your Course



<b>Partner</b> List 2-3 partners or interested parties	<b>Motivation</b> Copy and Paste the "Doing Good . . ." that best matches	<b>Involvement</b> Copy and Paste the "Words . . ." associated with involvement	<b>Recognition</b> Copy and Paste the "Type . . ." of desirable recognition	<b>Action</b> List at least 1 action to take in the next 2 weeks to connect