

Developing and Managing Partnerships

This is a 1-day workshop to include work examples, based on the fire service / community safety agenda.
It is suitable for Middle and Group managers or those supporting them in managing partnerships at an operational level.

Overview

Based on the audit commission guidance for partnership management, participants will appreciate the benefits and potential problems arising from partnerships. They will be able to evaluate suitable partners and recognise the importance of each partner gaining some benefit from the relationship. The workshop provides a toolkit for applying to any partnership arrangement, to ensure maximum benefit and evaluation techniques.

Objectives

Participants will learn how to:

- Identify potential partners and evaluate the risks and opportunities that partnerships present
- Use a toolkit which can be applied to any partnership evaluation
- Agree objectives, responsibilities and governance arrangements
- Recognise funding potential created by working together, where applicable and agreeing funding arrangements and accountabilities
- Measure the outcomes from a partnership
- Evaluate the benefits of the outcomes against the investment required to maintain the partnership
- Record and report partnership outcomes and benefits
- Develop Exit strategies
- Use Effective communications and credit sharing



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Content

- Choosing suitable and effective partners
- Win/wins, threats, opportunities, shared resources and accountabilities
- Introduction to a toolkit for applying to any partnership development and sustained working relationship
- Measuring the outcomes from a partnership
- Data sharing and sensitivities
- Recording and reporting partnership outcomes and benefits
- Developing exit strategies
- Sharing successes and communicating to build stronger relationships

