



# Strategic Collaboration Continuum

Networking	Cooperation	Coordination	Coalition	Alliance	Integration
<ul style="list-style-type: none"> <li>Share ideas</li> <li>Exchange information</li> <li>Informal communications</li> </ul>	<ul style="list-style-type: none"> <li>Reach agreement on joint goal or activity</li> <li>Share responsibility &amp; decision-making</li> <li>Communicate as needed</li> </ul>	<ul style="list-style-type: none"> <li>Reach agreement on joint need</li> <li>Formalize needs &amp; responsibilities</li> <li>Share risks and rewards</li> <li>Communicate as a joint effort</li> </ul>	<ul style="list-style-type: none"> <li>Agree upon shared means to achieve goal</li> <li>Cultivate vision for success as group</li> <li>Create formal leadership</li> <li>Develop plan of action</li> <li>Share resources</li> </ul>	<ul style="list-style-type: none"> <li>Form a legal partnership with a fiscal lead</li> <li>Used for joint advocacy/programs or shared services</li> <li>Determine clear accountability</li> <li>Share resource(s) formally</li> </ul>	<ul style="list-style-type: none"> <li>Form a new legal structure, including joint venture, parent-subsidary or merger</li> <li>Develop new policies and procedures to ensure mission impact and financial sustainability</li> <li>Create new leadership structures</li> <li>Communicate new brand &amp; vision</li> </ul>
<b>COMMON FOCUS</b>	<b>COMMON GROUND</b>	<b>COMMON PROJECT</b>	<i>Possible Collective Impact Initiatives</i>		<b>COMMON BUSINESS MODEL</b>
<b>Example:</b> Two nonprofit leaders met for lunch on occasion and share notes on programs, community or new thinking.	<b>Example:</b> Two social sector leaders – one in nonprofit and another in government – agree to refer clients to each other and share data on success.	<b>Example:</b> Three arts organizations – all with events celebrating XYZ Month – work together on joint marketing and communications.	<b>Example:</b> Many social sector leaders come together to push common agenda and have an agreed-upon action plan.	<b>Example:</b> Two nonprofit leaders who have a long-term relationship decide to share staff member or co-locate at facility.	<b>Example:</b> Two or more nonprofits legally merge into a single organization.
<b>Forms of Collaboration</b>				<b>Strategic Restructuring</b>	



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