

PartnerShift for Strategic Partnerships

There is no question that we all work and live in a fast-paced, competitive society. So how can your organization compete and succeed in such a rapidly changing environment? One of the ways your organization can manage this is to *shift* from competing over resources to collaborating on results. This is done by forming strategic partnerships, both internally and externally.

What

Strategic partnerships are collaborative relationships between people, departments or organizations that are based on mutual trust and accountability. The old model of “doling out responsibilities” gives way to the new paradigm of shared knowledge, shared accountability, and shared power. Collaboration minimizes competition over resources and allows “partners” to ultimately develop solutions or work strategies that are beneficial to both.

Why

Partnerships are critical because they strategically link resources together to solve problems. More specifically they

- ◆ help individuals better leverage their expertise and skills across a broader area.
- ◆ help solve difficult and complex problems.
- ◆ enhance relationships by minimizing conflict and decreasing stress
- ◆ enhance accountability.
- ◆ encourage creativity.
- ◆ increase assertiveness and decision-making skills.
- ◆ provide a model for professional work relationships.
- ◆ minimize conflicts.

How

Cornerstone offers a variety of consulting and training services on shifting into a partnering paradigm.

Consulting Services that enhance Partnerships

Topic	Snapshot
PartnerShift©	2 ½ day course in which participants learn how to form collaborative relationships based on personal accountability, shared power, and shared vision with pre- and post-session support
Conflict Resolution	understanding why conflict exists and strategies for preventing and resolving conflict
Assertive Behavior	understanding how assertive behaviors enhance decision-making, conflict-resolution and working relationships