

The Top Ten Tips for Successful Partnership Working

Multi-agency & Integrated
working



1. **Establish clear purpose/outcomes in the partnership work you are doing:**
 - For yourself
 - For the others around the table
 - For the partnership itself – should it be a formal one, or for the work you are undertaking together.

Just checking in with yourself before each meeting on this can mean you are more likely to have a productive experience.
2. **Make sure you are the most appropriate person to attend and that the most appropriate person to attend and that the others around the table know that they are too.**
3. **Promote your own internal leadership – ask: “What is required of me to help us get our outcomes?”**
4. **Make sure new Board members are inducted well-and carry on getting to know them.**

For example, pay attention to how they process information, what role they play most effectively within the group, what values you share –or indeed where they differ.
5. **Communicate with the right people in the right way, at the right time.**

Given we all differ personally and our organisations also have preferred ways of communicating, those who are most flexible will be the most effective.

Partnership working is often scuppered by members of a group or partnership having “unreliable dialogue” back in their home organisations. Do you know who you should be communicating with after and before partnership meetings/work? More to the point – do you do it?

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6. Establish and create ground rules (these can be Terms of Reference) for how you do business – and keep to them.

Sometimes that means being brave enough to challenge each other when they are breached (see Top Tip No 3).

- **Focus on action and be clear about how you are measuring outcomes that results.**

8. Be flexible.

9. Be clear about roles and responsibilities.

10. Be committed to the vision – go looking for the positive.

Latest neuroscience research¹ has shown that paying attention to specific experiences creates chemical and physical changes in the brain. Concentrating on what's working well can help you contribute even more effectively to successful outcomes.

1 "The Neuroscience of Leadership" David Rock and Jeffrey Schwartz www.strategy-business.com/press/freearticle

The Top Ten Tip were created by One Nottingham to support their "Working in Partnership Skills Module" which is part of the People Exchange Programme. To find out more or book on one of their modules go to their website www.onenottingham.org.uk