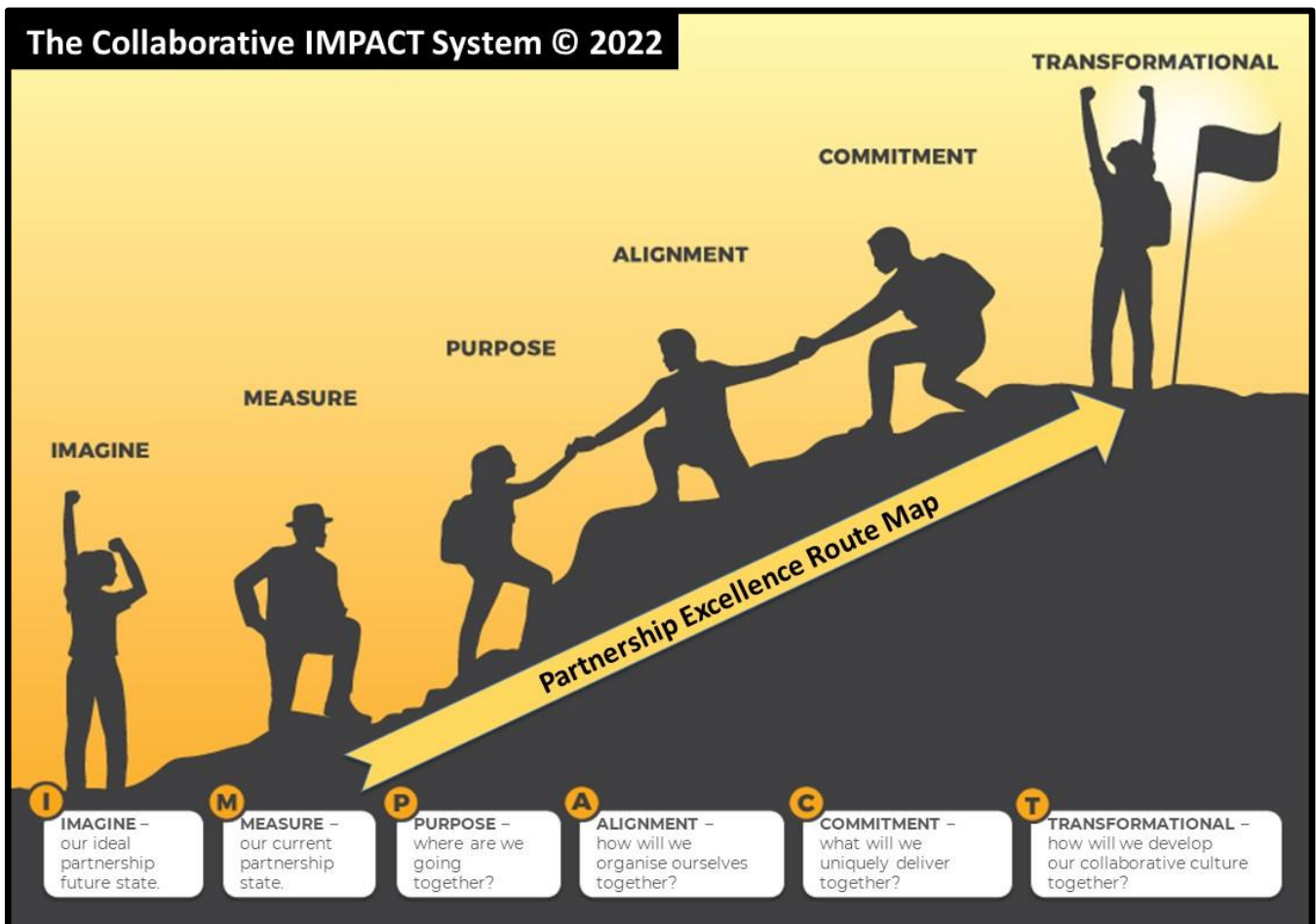


Henry Pavey MBA, CTArcf, FICW

Making Sense of The Partnership Overload

Trusted Advisor Service for Senior Leaders

Quick Questionnaire Assessment



*For ambitious senior leaders striving to build
'Collaborations of Impact'*

Partnership Working – easy in theory; challenging in reality!

Introduction

Partnerships, partnerships, partnerships everywhere!

Partnerships to improve places; partnerships to improve peoples' lives. Partnerships to improve economic outcomes; others focusing on social or environmental outcomes.

Every partnership is different; no two are the same. But every partnership needs sustained partner commitment to delivering shared value.

Some are great to be a part of; others are a nightmare best avoided if possible!

Within localities across the UK there are 'backbone organisations' (local authorities, universities, Chambers of Commerce, etc - yours might be one?) who instigate, design, champion and convene one or more strategic partnerships – on top of their day job!

It is not easy stuff. Everyone talks about the power of collaboration and partnership working to solve complex 21st century challenges - and yet do you know that...

~ 90% of all strategic partnerships / alliances fail to reach their full potential because their governance framework is insufficiently robust.

~ 75% of all strategic partnership / alliance delivery challenges and failures come down to one key issue - TRUST;

~ 67% of companies do not have a clear and agreed Partnering Strategy for collaboration in place - even though they state that partnerships / alliances are essential for success;

~ 47% more strategic partnership / alliance value is realised when execution challenges are well managed;

~ £5,000 is the average cost of a strategic partnership meeting (design, delivery, follow up) - yet the value-creating Return on Investment in many cases is questionable.

As a senior leader that is engaged in one or more strategic partnerships within your locality just ask yourself; what is all this costing in terms of money, time, poor delivery, lost opportunities, partner goodwill and frustration?

If you are a senior leader within a 'backbone organisation' (local authorities, universities, Chambers of Commerce, etc) who instigate, design, champion and convene one or more strategic partnerships – the challenge in getting it right has huge reputational impact!

As a busy senior leader, are you trying to undertake partnership stuff on top of the numerous organisational challenges you already have running an organisation or major department?

As a busy senior leader, do you have someone you can turn to who can give you honest and straight forward 'collaboration and partnership working' independent advice? If you have – fantastic. If you haven't; then you are probably missing out.

Now imagine if you had a trusted advisor / sounding board you could turn to?

As a senior leader, ask yourself these 6 quick questions.....

	Question	Yes	No	Don't Know
1)	Would I benefit from a Trusted Advisor giving me honest and straight forward independent advice on how to build 'Collaborations of Impact'?			
2)	Would I benefit from access to a recognised and acknowledged expert with acclaimed contributions to the field of collaboration and partnership working?			
3)	Would I benefit from a Trusted Advisor with over 25 years' experience of working with senior leaders across the public, private, voluntary and community sectors within numerous partnership settings across the UK?			
4)	Would I benefit from working side-by-side with a Trusted Advisor having insightful conversations on the major inherent challenges of collaboration and partnership working; and identifying solutions to address them?			
5)	Would I benefit from working side-by-side with a Trusted Advisor who would bring me new perspectives and points of view; thereby challenging existing modus-operandi and status quo thinking?			
6)	Would I benefit from a Trusted Advisor when the partnership stakes are high and the decisions needed are the most critical; making the tough calls that add real value to how we undertake collaboration and partnership working?			

Trusted Advisor Service

I offer senior leaders a valuable and fully confidential Trusted Advisor service; working side-by-side with them on the major collaboration and partnership working challenges they face; and giving them honest and straight forward independent advice.

To find out more, please do contact me to arrange a no-obligation meeting to explore my Trusted Advisor service further and the benefits it can bring to you as a senior leader.

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About Henry Pavey MBA, CTArcf, FICW:

Henry is a specialist advisor and facilitator; guiding leaders and organisations in building 'Collaborations of Impact'. With over 25 years of real world hands-on experiences – both as a local government employee and as an independent consultant - coupled with relevant academic under-pinning and a military service background; he provides leaders and organisations with practical advice and solutions to the multi-faceted frustrations they face in seeking to build 'Collaborations of Impact'.



As a leading authority in strategic partnership working and collaboration, Henry is a Fellow of the Institute for Collaborative Working and is a Member of both its Advisory Council and its Thought Leadership Special Interest Group. He is also an accredited Collaborative Transformation Architect Fellow from Canterbury Christ Church University; Member of The Association of Strategic Alliance Professionals; and has an MBA from Solent University.