

Helen J. Wythe & Associates

Consulting, Facilitating and Training Services

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Our Services > Convening Facilitation Events > Building Partnerships

Partnerships are a collaborative agreement between two or more parties in which all participants agree to work together to achieve a common purpose or undertake a specific task and to share risks, responsibilities, resources, competencies and benefits.

Meaningful partnerships are the foundation for success. By sharing with others, you can direct your resources and capabilities to projects you consider most important. The 80/20 Principle asserts that 80% of results come from 20% of effort. Thus, to achieve more with less, you must be selective, not exhaustive. In every important sphere, work out where 20% of effort can lead to 80% of returns. Strive for excellence in the few key areas, rather than for good performance in many.

There is a growing role for partnerships in today's society – encouraged by both finances and the desire to provide effective quality programs and services encouraged by the quality assurance and best practices movements. Partnerships, networks and collaborative initiatives are becoming an ever growing element in how all sectors of our society and economy function.



Partnerships allow organizations to focus resources on what they do best and tap into the resources of others for the rest. To decide why, when and how to partner with others for complementary resources, weight the small amount of cost savings that doing non-core-competence tasks might bring against the distraction and investment that will be required to stay up to date over time.

In the new economy, strategic alliances enable business to gain competitive advantage through access to a partner's resources, including markets, technologies, capital and people. Teaming up with other organizations adds complementary resources and capabilities, enabling participants to grow and expand more quickly and efficiently.

*Creating productive individuals, teams, workplaces,
organizations & communities*

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Building partnerships takes time for those involved to create the framework which will govern the relationship. This process can be quite overwhelming and daunting. Using the services of an independent professional facilitator who will manage the process allows the potential partners to focus on defining the partnership framework. By supporting the group do a better job of working together intellectually to identify potential partners, the areas of mutual concern, and negotiate desired outcomes. The facilitator frees the people involved to address substantive issues. By making each meeting more efficient and productive, a facilitator can reduce the overall cost in terms of participants' time.

Any Questions?

If you are interested in having further information please call or 204-992-2562 or e-mail us at info@hjwythe.com to arrange an appointment to discuss the tremendous possibilities and advantages that await you.



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