



A one-day training seminar organised by  
**The Prince's Foundation** in association with  
**The Civic Trust** as part of **The Community Planning  
Training & Development Programme 2001/02**

**the  
civic  
trust**

# Making Partnerships Work

Partnerships are now a fact of life for many initiatives involving land, buildings and people. Whilst they deliver many benefits, working across agencies and with communities presents many challenges. What is the best structure for partnerships? How can we secure buy-in from others? Who makes decisions and how? How can you find ways to accommodate different Agencies' cultures? How do you decide who should have a seat at the partnership table?

This practical one-day course introduces participants to the key elements that need to be in place if successful partnership working is to be achieved and will help them address the challenges and dilemmas they face. The material is about generic principles and ways of working and is thus relevant to a wide range of sectors and fields of work.

## Course aims include:

- Assessing when partnerships are the most appropriate way of working.
- Considering the importance of getting the right stakeholders in a partnership and how to deal with those outside the partnership.
- Considering different models of

partnership.

- Understanding the importance of agreed vision and objectives.
- Exploring ways of overcoming problems within partnerships, including an opportunity to analyse your partnership with supportive input.

**The day will cover** stakeholder analysis in a partnership context, the characteristics of a good partnership, common barriers to effective partnership and overcoming them, partnership health checks, partnership agreements.

## It will be suitable for:

- People who are already working within a partnership setting.
- People who have an interest in a local partnership, even if not 'on' it.
- People who need to understand partnerships because they help others enter into partnerships or because of their strategic role.
- People who are about to enter into partnership arrangements.

A group attending from one partnership would gain particular benefit through learning together and working together on their issues during the day.

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**Lynn Wetenhall** is nationally respected for her work on stakeholder engagement and is committed to training as a key way of delivering more 'joined up' solutions. She is a well-known trainer in the field and delivers training to a wide range of organisations and sectors, bringing a combination of theoretical knowledge and hands-on experience.

# Programme

10.00 **Registration and coffee**

10.30 **What do partnerships do and what are they?**  
Participants will explore what partnerships are really about and the difference between partnerships and other forms of collaborative working.

11.00 **Advantages of, and barriers to, partnership working**  
A chance to consider not only the many, painfully obvious barriers to partnership working and why they exist, but also why partnership working is so universally deemed a good thing now.

11.30 **Coffee**

11.45 **Structures and models for working in partnership**  
Partnerships come in many shapes and forms, yet surprisingly little attention is paid to whether the underlying structures are appropriate. This session will explore these issues.

12.15 **Health checking your partnership**  
Drawing on the material covered so far, participants will have an opportunity to carry out a 'health check' on a partnership in which they are involved or to ensure that a partnership they are planning to set up gets off to a good start.

13.00 **Lunch**

14.00 **Tackling issues, improving effectiveness**  
Participants will consider ways of overcoming some of the problems which they have encountered in partnership working.

15.00 **Roles within partnership**  
What it means for organisations to play very different roles within in a partnership.

15.30 **Tea**

16.00 **Partnership agreements**  
A look at this useful tool for ensuring that partnerships get off on the right footing or for helping ailing partnerships.

16.30 **Close**

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Lunch and tea will be provided. After the seminar, participants are invited to continue discussion informally over a drink or meal in a nearby wine bar as part of **The Community Planning Club**.

# Community Planning Training & Development Programme 2001/02

This seminar is part of the Community Planning Training and Development Programme, launched by The Prince's Foundation in association with The Civic Trust.

The Programme has been designed in response to growing interest in the practicalities of involving communities in planning and regeneration, in part due to new requirements of national policy. It provides training and support from leading experts on a range of specific techniques and approaches. It is aimed at both professionals and community representatives in the public, private and voluntary sectors.

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## **Venue: The Prince's Foundation**

19-22 Charlotte Road  
London  
EC2A 3SG

**Cost:** £150 + VAT (£176.25 incl VAT). Concessions: £75 + VAT (£88.13 incl VAT). Urban Village Forum members: £100 + VAT (£117.50 incl VAT). Price includes lunch and information pack. 20% discount if booking for 3 sessions or more.

To **book** your place or for **further details**, about this session **or other aspects of the programme**, please contact the Community Planning Training Administrator at The Prince's Foundation or visit the website.

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