

PARTNER RELATIONS CONTINUUM

CONSERVATION IMPACT | NONPROFIT IMPACT



The location of a partnership along the continuum defines the type of working relationship and the extent of involvement and connection.

	← Independent	Interdependent	Dependent →
Goals	Mutual interests, separate goals	Work together on some goals	<i>Goals developed and monitored together</i> One set of goals
Structure	Informal, unstructured, low connection	Some structure around a particular common issue	<i>Defined, explicit structure to support common efforts, high connection</i> Formal, highly structured, high connection
Environment	Completely separate working environments	Likely maintain separate environments and identities, with some overlap	<i>Shared environment influences success</i> Culture and environment merge/meld
Collaboration	Exchange of information	Work together on discreet projects or tasks	<i>Synergistic and complementary skills and assets</i> Fully integrated systems and operations
Success	Success is independent of the other	Success (or failure) is shared on team components	<i>Success depends on the other</i> Success and failure are fully shared
Example	Associations Networks	Project teams Coalitions	<i>Strategic partners</i> Joint ventures