Break Out Session #1:
Collaborative Grantseeking

LOCATION: SILVER SPRING ROOM-NORTH

Presenter:
Lynn Miner, President, Miner and Associates

Abstract:
This presentation offers a guide to designing projects, leading partners and persuading grantmakers. Four different types of collaboration are presented along with a review of collaboration dynamics and strategies for generating collaborative grants. We review collaborative evaluation technique and address handling difficult people and situations, including how to say “you’re fired” to an uncooperative collaborator.

Session Goals:
- Differentiate among types of collaboration
- Identify essential pre-collaboration steps
- Recognize the characteristics of effective collaboration leaders
- Select good collaborative partners

Learning Objectives/Agenda:
- Apply principles of effective collaborative leadership
- Build collaborative capacity
- Generate winning collaborative ideas
- Measure collaborative effectiveness
- Integrate persuasive collaboration approaches into grant proposals