COLLABORATIVE GRANTSEEKING:
Designing Projects, Leading Partners, Persuading Sponsors

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Session Objectives

1. Types of Collaboration
2. Leadership Principles
3. Generating Ideas
4. Answering Questions
TYPES OF COLLABORATION

Definition

Collaboration is an interaction between two or more persons or organizations that agree to mutually beneficial goal sharing.
Types of Collaboration

- Tokenism
- Co-Dependency
- Purposefulness
- High Level Functioning

Co-Existence
Co-Operation
Coalition
Coordination

Collaboration Dimensions

Resources
1. Things
2. Personnel
3. Populations
4. Business Office Services
5. Intellectual Property
6. Money

Communication
1. Print Media
2. Electronic Media
3. Social Media
4. A/V communications
5. Interpersonal – Formal
6. Interpersonal - Informal
LEADERSHIP PRINCIPLES

LEADERSHIP DEFINITION

The ability to influence, motivate, and enable others to contribute toward the effectiveness and success of the organizations of which they are members.
Communication Cycle

Winning and Losing Dynamics

Strong goal sharing
- Frequent interactions
- Strong partners
- Tangible rewards
- No territorialism
- Willingness to change
- No schedule conflicts
- Reasonable workloads

- Solid leadership
- Complete trust
- Strong commitment
- Skilled group dynamics
- Shared recognition
- Accountability
- Sufficient funding
- No competing time demands
GENERATING IDEAS

Pre-Collaboration Steps

- Introspection
- Conceptualization
- Identification
- Selection

Lead?
Understand?
Collaborators?
Contributions?
## Focus Groups

<table>
<thead>
<tr>
<th>Brainstorming</th>
<th>Round Robin</th>
</tr>
</thead>
<tbody>
<tr>
<td>+Easy</td>
<td>+Equal participation</td>
</tr>
<tr>
<td>+Variety</td>
<td>+Multiple Ideas</td>
</tr>
<tr>
<td>+Multiple Topics</td>
<td>+Future Planning</td>
</tr>
<tr>
<td>-Unpredictable</td>
<td>-Speaking Pressure</td>
</tr>
<tr>
<td>-Outcomes Unclear</td>
<td>-Insufficient Explanation</td>
</tr>
<tr>
<td>-Verbal Dominators</td>
<td>-Time Constraints</td>
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</tbody>
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## Focus Group Mechanics

1. Instructions
2. Participant Size
3. Seating
4. Environment
5. Materials
6. Recording
7. Voting
8. Closing
9. Follow-up
Questions?

Thank You!