



# ***PARTNERSHIP CONFERENCE: Engaging the Private Sector***

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# Sister Cities International

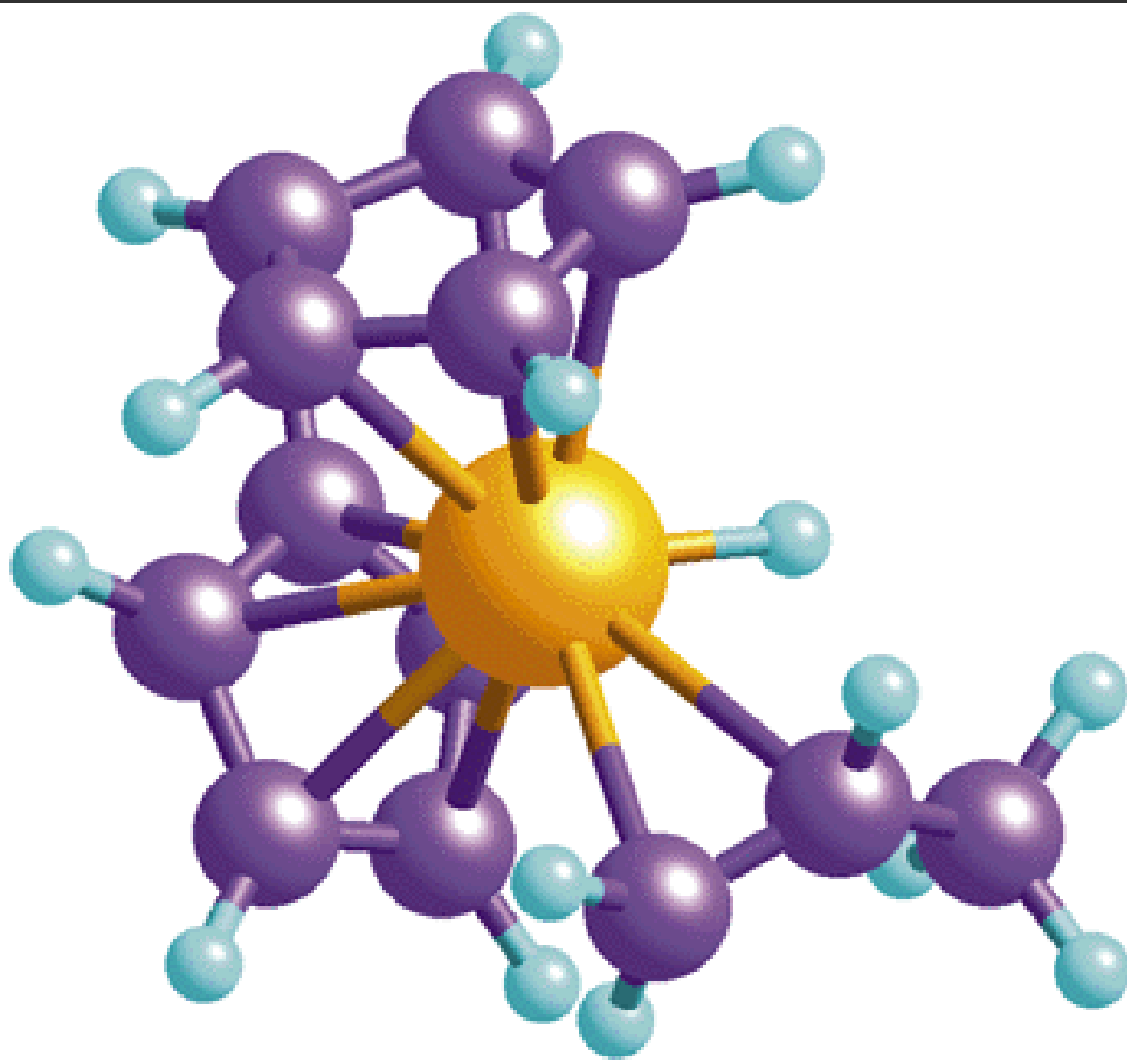
Building long-term, sustainable bridges of cultural understanding and economic development worldwide.



**A global citizen diplomacy movement**  
[www.sister-cities.org](http://www.sister-cities.org)



# Connecting Point: Community Partnerships





# Navigating Partnerships

- » Partnership is not code for \$\$\$\$
- » Reflect, Decide, Move Forward
- Relationships
- Knowledge
- Communications
- Expectations



# Navigating Partnerships

## » Relationships

- Who's driving?
- Are you among equals?

## » Knowledge

- What are your strengths?
- Does everyone agree on everyone's strengths?



# Navigating Partnerships

## » Communications

- Is it possible to over-communicate?
- Has the situation changed? Who knows?

## » Expectations

- Set goals.
- Articulate what you want to get out of the project.
- Look in the mirror.



# Navigating Partnerships

## » **Sister Cities Partnership: Clean Water Pilot**

- **Partners:**

- SCI, P&G, Denver SC, Kansas City SC, Atlanta SC, PSI, 3 African sister cities

## » **5 Months into It: Bumps in the Road**

- Baggage (knowledge)
- Roles (expectations/communications)
- Space is good (relationships)



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