

DON'T THINK I – THINK WE!
DON'T THINK MY PROGRAM – THINK OUR SYSTEM!
HOW TO MAKE YOUR INTERNAL
AND EXTERNAL PARTNERSHIPS STRONGER,
LAST LONGER AND MUCH MORE SUCCESSFUL!

A Webinar Presented For Your Organization

Larry Robbin

Executive Director of Robbin and Associates

- * Over forty-five years of national workforce development training and consulting experience!
- * Trained over 100,000 people! * Presented at 500 conferences!
- * Presented more training for the National Association of Workforce Development Professionals, National Youth Employment Coalition and the California Workforce Association than any other trainer!
- * Worked with more than 1000 organizations. An experienced leader in organizing and facilitating internal organization partnerships as well as local, regional and national partnerships!

For more information about Larry, his services and clients go to
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Internal and external partnerships are the hallmark of this era in workforce development. However, we rarely talk about what really makes them work. Because we have not examined the best partnership practices and analyzed why sometimes they fail, our partnerships are often not as successful as possible. This unique workshop looks at both best practices and reasons for failure in ways that will take your work with other organizations and your internal partners to higher levels of success!

There are many things to consider about partnerships. How do you decide what type of partnership do you need? Why isn't collaboration always the best option? What are the strengths and weaknesses of different ways of working together? Why do people call so many partnerships collaboration when very few of them live up to the definition? What makes some

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organizations and internal partners great partners while others often inadvertently weaken our collective efforts? This workshop answers these questions and much more!

A FEW OF THE TOPICS COVERED IN THIS WORKSHOP!

- * Learn to how to tell if you need cooperation, coordination or collaboration. Each approach has different strengths and weaknesses. Find out which one will help you meet your goals in the most time effective way possible.
- * Be prepared to conduct a candid assessment of your organization's partnership capacity. Assess how you function as a partner and create a partnership improvement plan, so you improve the way you work in your next joint venture. Make every collective effort a learning experience!
- * Discover how to assess if a failing partnership should be terminated or revived. Learn the early warning signs of deteriorating partnerships and find out how to bring people back together at a high level of unity. Get a list of the things that can undermine working together. Make your work avoid these deadly destroyers of collective activity.
- * Partnerships are built on both organizations and individuals. What is the skill set of a great individual partnership representative? Do you have this set of competencies? This workshop will give you a personal professional skill building agenda that will help to improve your ability to participate in partnerships.

You will leave this webinar with a completely new level of understanding of internal and external partnership building strategies and best practices. If you want to take your partnerships to the next level of excellence, you should bring this training to your area and invite all of your partners!

This webinar is presented by Larry Robbin, Executive Director of Robbin and Associates. He has over forty-five years of experience organizing and

leading a wide variety of partnerships internally across departments and programs as well as on the local, regional and national levels. Larry has trained over 100,000 people and presented at more than 500 conferences. He has delivered over 300 webinars. His consulting and training services have been used by over 1000 organizations.

He has worked with partnerships that included workforce programs, schools, nonprofits, government agencies, businesses, labor unions, housing, training providers, law enforcement, professional associations, community groups, economic development and many other types of organizations.

Larry has chaired internal program partnerships as well as partnership on both the national and local levels. This training is not only based on his experience, but also the feedback from numerous interviews he conducted with exemplary partnership leaders in a variety of sectors. The result is a powerful and transformative webinar training session that is packed with best partnership practices!

To contact Larry to bring this training or one of his other 100 training topics to your program, email him at larry@larryrobbin.com. For more information about his services, reference quotes and list of some of his clients, go to <https://larryrobbin.com/v2/about/>.

On the website, you can also sign up for his free newsletter which is read by more than 10,000 people. There are also free handouts and resources on the website.