



Maria Hayes: PBA Artist in Residence



Hapori
Aotearoa
Growing communities together

Brokering collaboration

4 March 2025

Facilitated by Belinda Gorman



PARTNERSHIP
BROKERS ASSOCIATION

LEARNING • TRAINING • TRANSFORMING



What do we mean by collaboration?

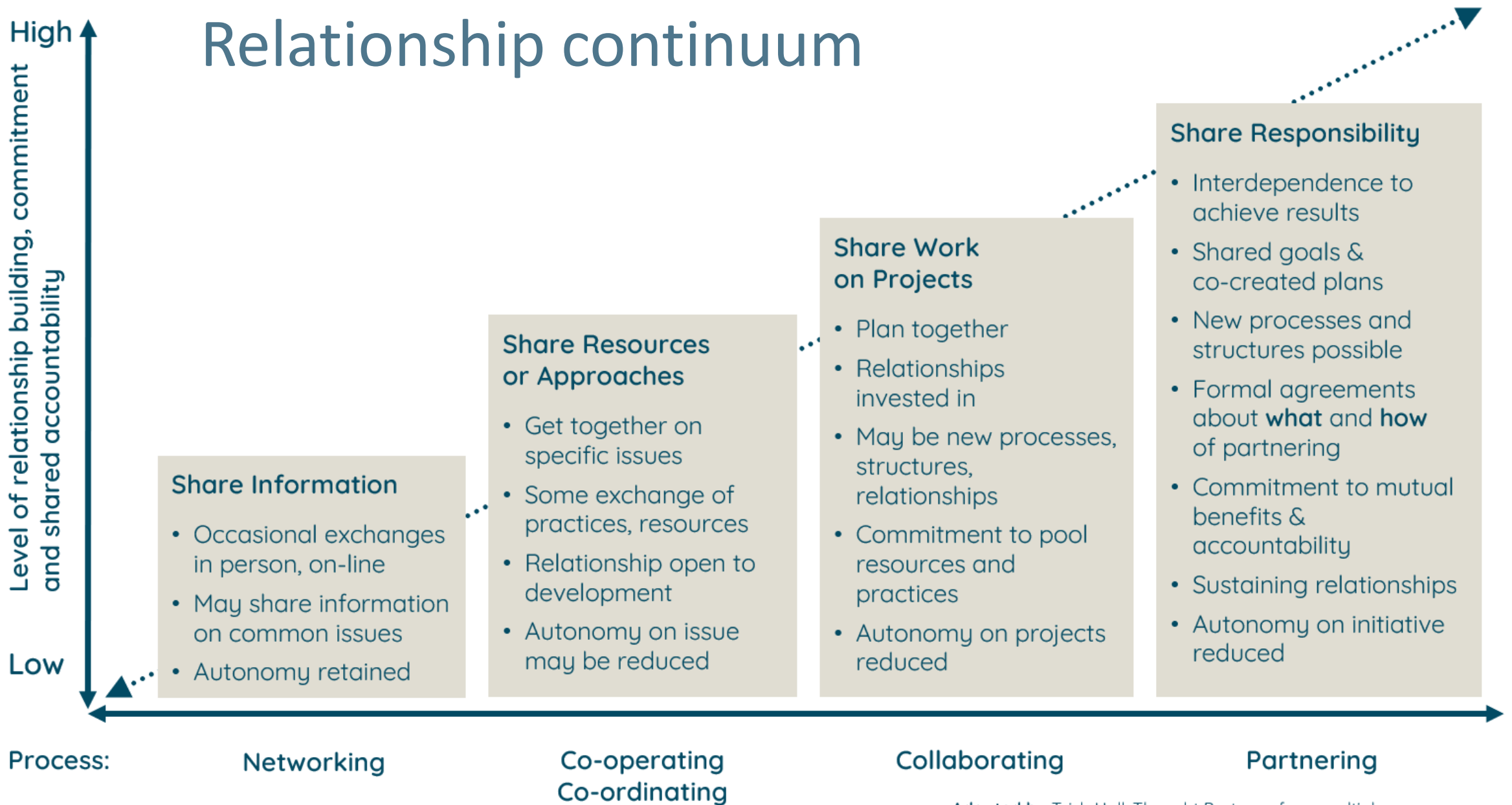
What is your definition?

The process of two or more people, entities or organisations working together to complete a task or achieve a goal.

Cambridge Dictionary



Relationship continuum



Adapted by Trish Hall, Thought Partners, from multiple sources.

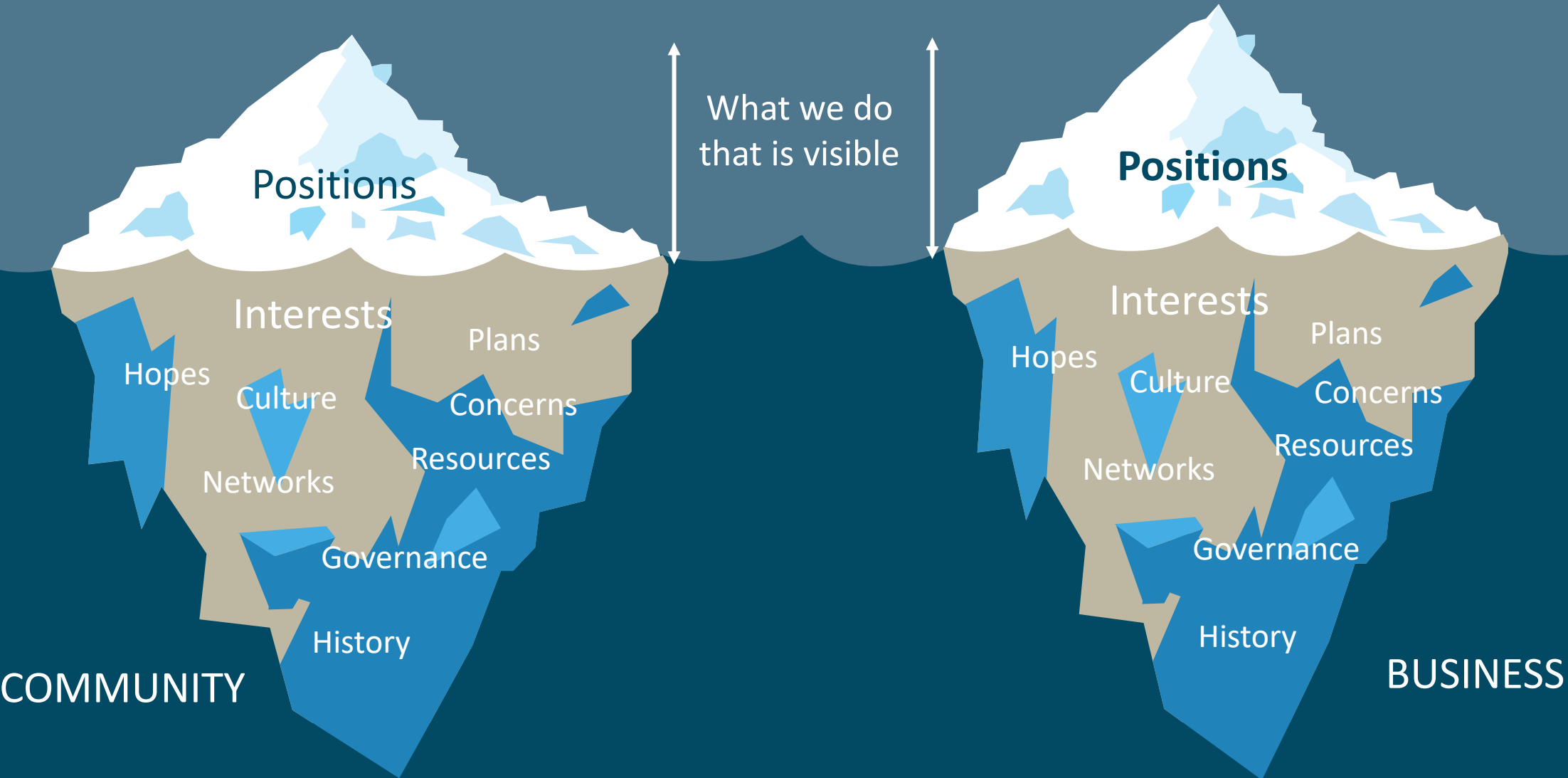


A black and white photograph of two road signs mounted on a single post. The top sign is white with a black border and the word 'INTENTIONAL' in bold black letters. The bottom sign is black with a white border and the word 'ACCIDENTAL' in bold white letters. The background is a cloudy sky.

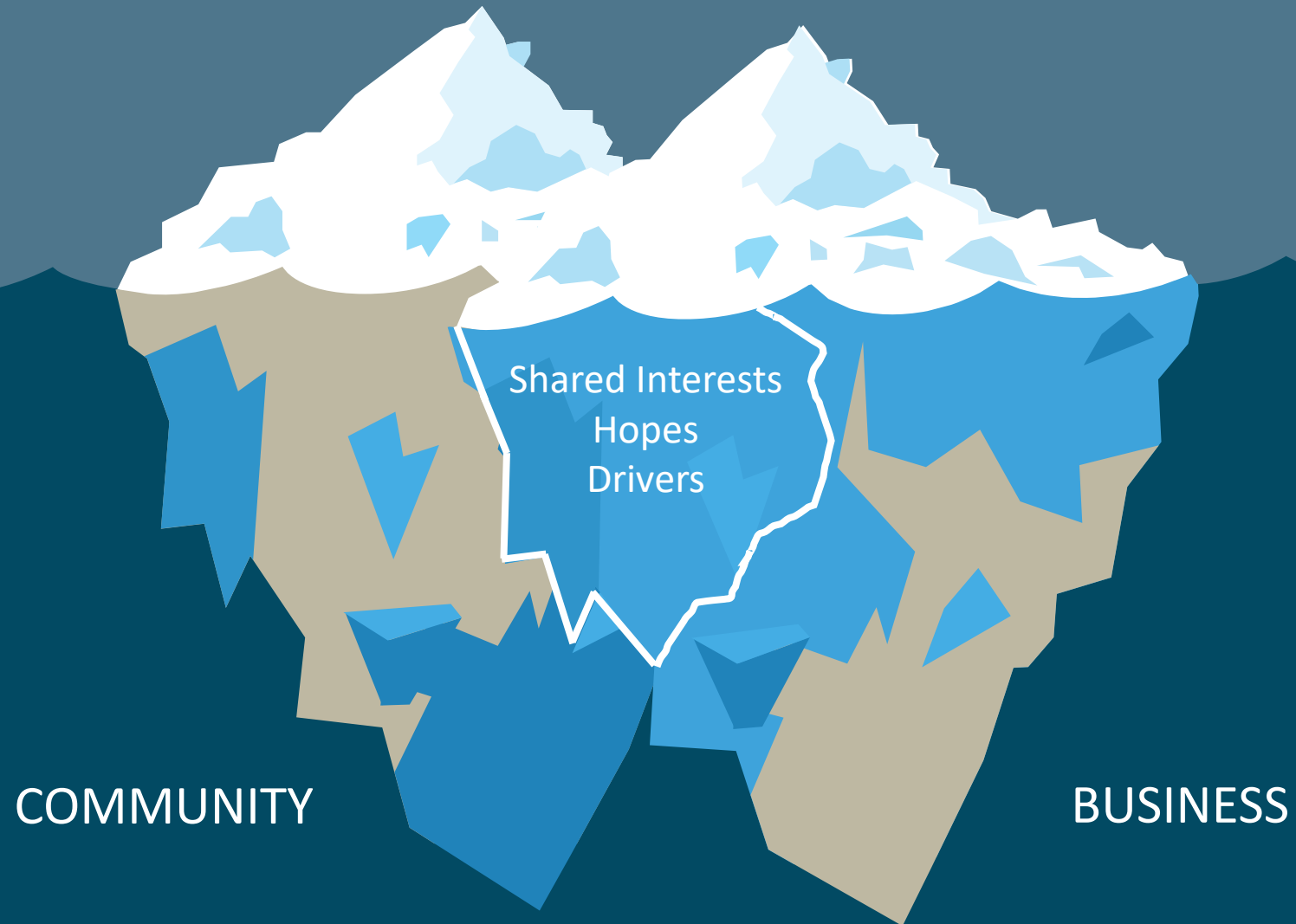
INTENTIONAL

ACCIDENTAL

Deepen understanding by getting under the waterline



This will enable you to identify shared interests



Important questions to explore

1. Do we have a shared purpose/ vision?
2. Do our drivers (objectives) and underlying interests in collaborating align?
3. What concerns or potential risks exist in collaborating?
4. What resources/ contributions might we need and bring?
Both financial and non-financial
5. How are we going to work together?



Table exercise

TABLE 1: Why might business want to collaborate with the community?

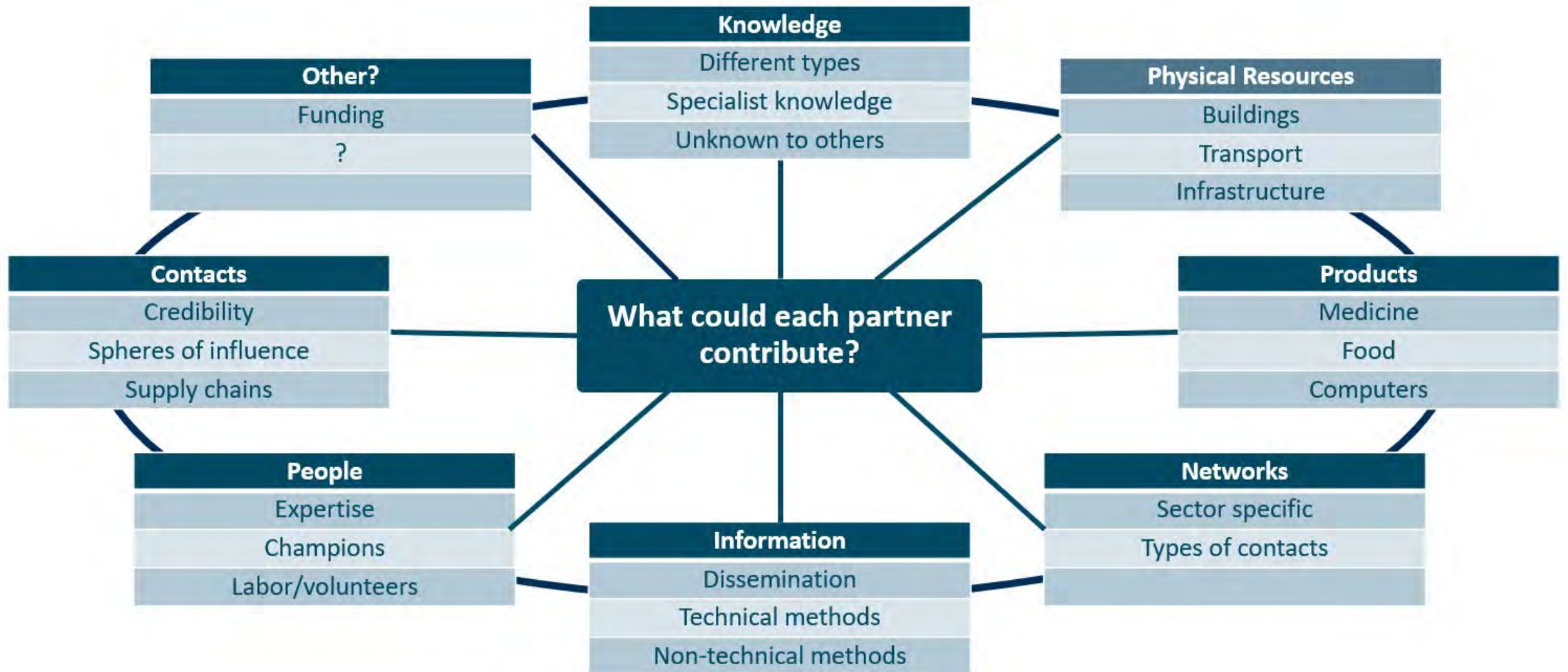
TABLE 2: What resources might business contribute?

TABLE 3: What concerns might business have about collaborating with the community?

TABLE 4: How is business perceived (stereotyped) by the community?



Resources / contributions mapping

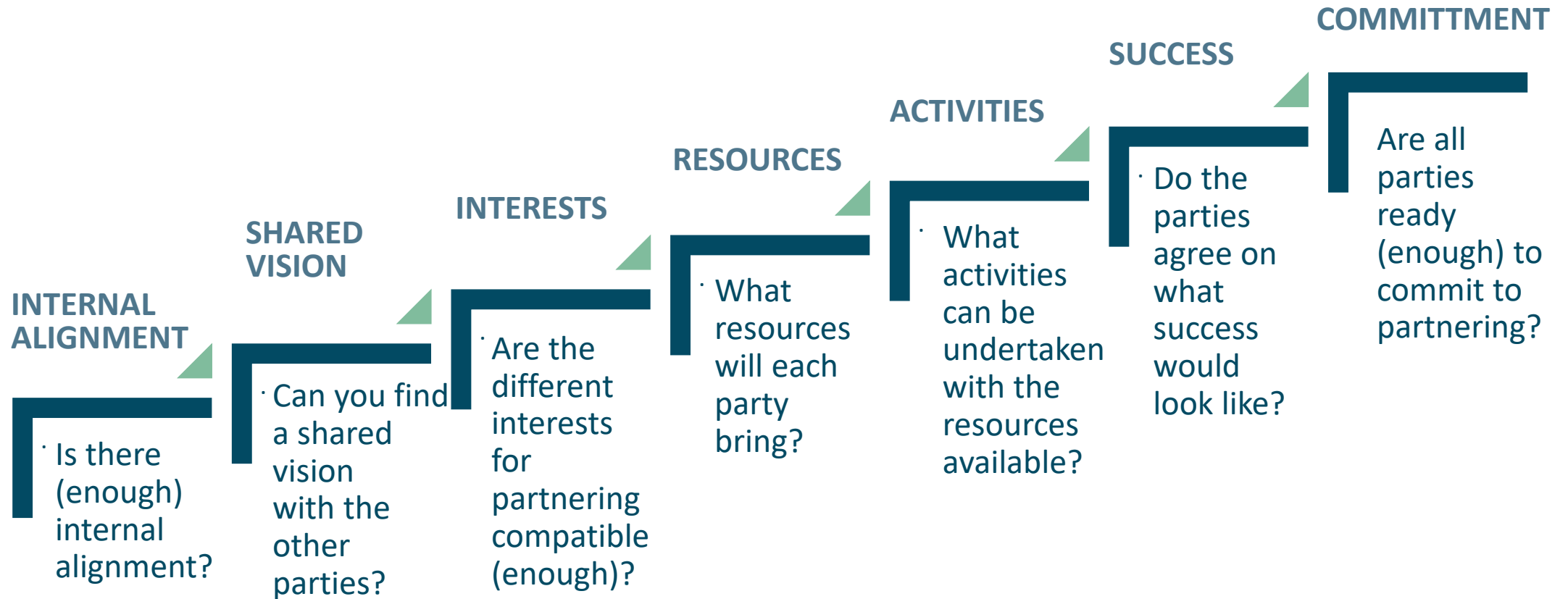


It is important to explore these questions with both:

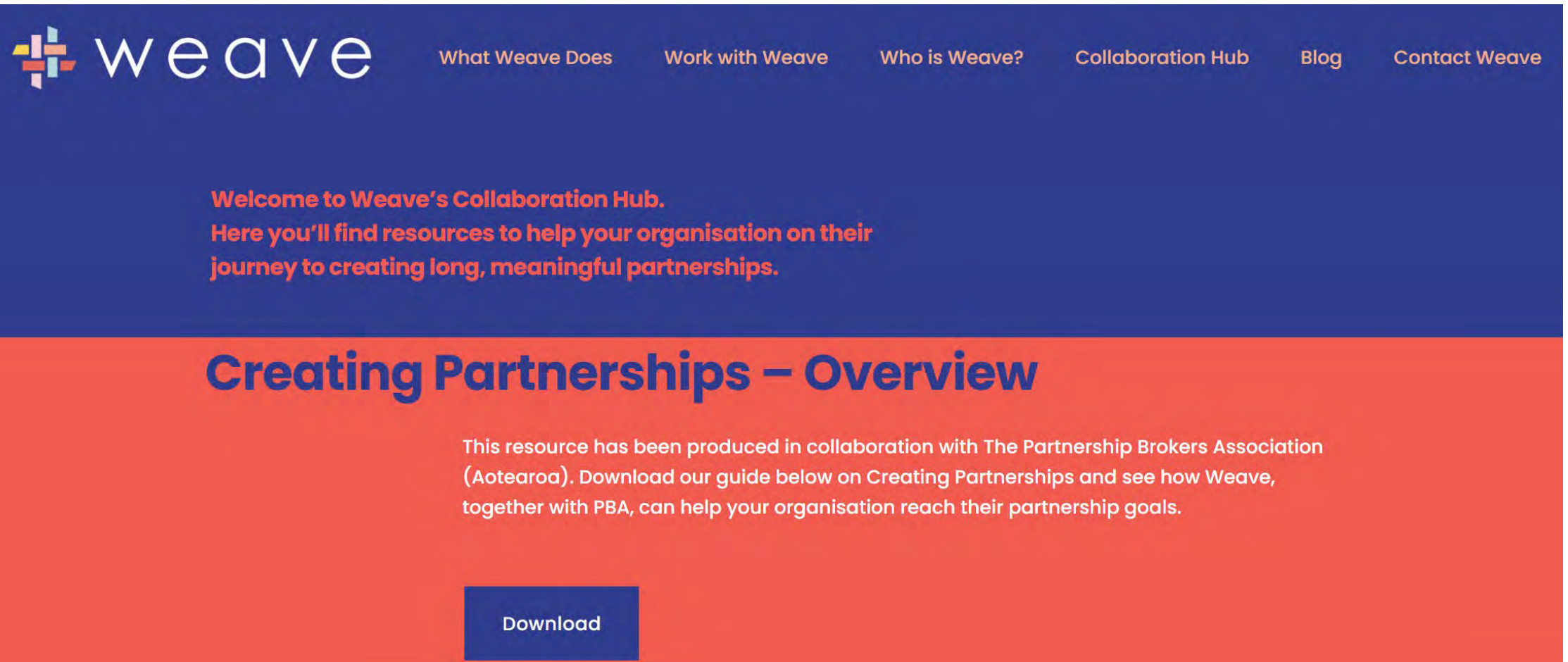
1. Your organisation/ community
2. The organisation/ community you hope to collaborate with



Step by step to reaching agreement



Resources



The screenshot shows the top navigation bar of the Weave website. The logo, consisting of a stylized 'w' made of colored squares followed by the word 'eave', is on the left. To its right are navigation links: 'What Weave Does', 'Work with Weave', 'Who is Weave?', 'Collaboration Hub', 'Blog', and 'Contact Weave'. Below the navigation is a dark blue banner with white text: 'Welcome to Weave's Collaboration Hub. Here you'll find resources to help your organisation on their journey to creating long, meaningful partnerships.' The main content area has a light blue background and features the title 'Creating Partnerships – Overview' in a large, bold font. Below the title is a paragraph: 'This resource has been produced in collaboration with The Partnership Brokers Association (Aotearoa). Download our guide below on Creating Partnerships and see how Weave, together with PBA, can help your organisation reach their partnership goals.' At the bottom of this section is a dark blue button with the text 'Download' in white.

w e a v e What Weave Does Work with Weave Who is Weave? Collaboration Hub Blog Contact Weave

Welcome to Weave's Collaboration Hub.
Here you'll find resources to help your organisation on their journey to creating long, meaningful partnerships.

Creating Partnerships – Overview

This resource has been produced in collaboration with The Partnership Brokers Association (Aotearoa). Download our guide below on Creating Partnerships and see how Weave, together with PBA, can help your organisation reach their partnership goals.

Download

www.workingtogether.org.nz



Partnership Brokers Training

Our 2025 public programme includes 4 x 2-hour online interactive webinars and 3-days in-person training in Wellington, as follows:



Online learning sessions:

We will explore key partnering frameworks and how these apply in your partnerships.

Four online sessions:

Online session dates and times for our next public programme:

10.30am - 12.30pm Wednesday 5, 12, 19 and 26 November 2025.



In-person practice sessions:

Learning will become more experiential as we will explore a partnership scenario & focus on building key skills.

Three in-person sessions:

In-person session dates and times for our next public programme:

8.45am - 5pm Tuesday 2 - Thursday 4 December 2025.

"It made me re-evaluate what it truly means to be in partnership. The course has helped me understand the benefits of partnership, as well as understanding the many challenges. I have learnt where my strengths lie and areas I can improve."

"I have been hugely impacted by this course. The ability to step back and look at all our external partnerships and consider how we can make more impact with each of them has been timely. It has also provided me with a framework to consider new partnerships."



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www.partnershipbrokers.org



Thank you for joining us today

