

Barriers to Collaboration

Differing organizational values

Differing philosophies

Differing reward systems

Global academic purposes versus specific needs of agencies

Lack of institutional commitment for the long term

Keys to Successful Collaboration

Trusting relationships

Long-term commitment

Committed leaders

Benefits for all collaborators

Common interests and objectives

Effective communication skills

Active listening

Framing questions

Leadership skills

Initiating discussion

Encouraging

Gaining consensus

Setting standards

Summarizing

Conflict management skills

Negotiation skills

Persuasion skills

Skills to deal with others' resistance

