

Developing Strategic Partnerships

Partners

University of Illinois at Urbana – Champaign

Asian Library

Mortenson Center for International Library Programs

Ministry of Culture of China

Library Society of China

Chinese American Librarians Association

CALA Chapters and members

Cooperating Libraries

U.S. Institute of Museum and Library Services

Partnership

- A relationship in which people or organizations work together with equal status and toward common goals

What makes successful partnerships

- Mutual respect, understanding, and trust
- Open and frequent communication
- Concrete attainable goals and objectives
- Skills in working across professional, organizational and other boundaries
- Clear roles and policy guidelines
- Acceptance of political and organizational realities

Communication

- Open and frequent
- Clear and Consistent
- With one voice
- Money and management issues

Characteristics of successful partnerships

- Clear purpose
- Ability and willingness to compromise
- Flexibility and adaptability
- Understanding different organizational cultures
- Awareness of cultural norms
- Clear and consistent communication

Celebrating Success

- Key benchmarks
- Recognize good work
- Look for ways to grow partnership