



State Sharing: World Café Activity

Questions to Discuss

Partnership Strategy

- What motivates you to partner with other organizations and has this motivation changed over time?
- What role do organizational partnerships or individual partners play in setting your strategic priorities?
- What value do you want your partners to bring to you?
- How do you set goals for partnerships? How often do you gauge progress and measure that progress in accordance with these goals?
- How do you make partners aware of ongoing activities and capabilities? How do your partners communicate their capabilities to you?
- How do you identify and initiate new partnerships?
- How have recent changes in the federal funding environment affected your approach to partnering?

Partnership Value

- Which partnerships have been most successful? Why do you think they were so successful?
- What value do you think you bring to your partnerships?
- How do you communicate or highlight that value? Do you incentivize partner participation in your network in any other ways?
- What are some of your biggest partner-driven accomplishments? How did you make other stakeholders aware of your partners' contributions?
- What is your process for obtaining and validating partner success stories?
- How do you communicate success stories? Who is the intended audience?

Partner Engagement

- In your experience, what is the most effective way to engage partners?
- What level of engagement do your partners want from you? What information do they need?
- How frequently do you communicate with your partners? What communication channels/tools have you found the most effective?