

## Seven steps to build successful collaboration.

### 1) Key contact(s)

Identify the key people (or local champions) who can make "stuff" happen.

### 2) Trust

Build personal and professional relationships. Be transparent and honest in your dealings.

### 3) Respect

Ask what local partners want. Respect their ideas and use their input to develop a shared vision. Respect people's time and empower local implementers to develop local ownership.

### 4) Vision

Have a clear vision for all involved in the project - a common, clear message that is important to, and based on, what the local partners want.

### 5) Communicate

Be clear about what you can and can't support. Clearly assign tasks and management – who will do what.

### 6) Add value

Local partners have competencies and skills. Look for how you can best complement and add value to their activities. Again, ask how you can contribute.

### 7) Build

Success breeds success. Do a few things well to start. Build support and grow.



**Success is built in a planned,  
respectful way**