



## PARTNERSHIP FOR PUBLIC SERVICE

### BUILDING PARTNERSHIPS AGENDA | LEAH KEDAR

---

→ November 17-19, 2015 ←

#### LOCATION

Partnership for Public Service  
Conference Center  
1100 New York Ave NW, Suite 200 East  
Washington, DC 20005  
202-775-9111 (Phone)

#### SESSION OBJECTIVES

You will leave this session with the knowledge and skills to:

1. Collaborate within and across organizations to accomplish shared goals;
2. Build relationships with key stakeholders and leverage networks; and
3. Practice effective negotiation skills.

#### REQUIRED READINGS FOR BUILDING PARTNERSHIPS AND COALITIONS\*

**“Building Coalitions,” Herminia Ibarra and Jennifer M. Suesse, *Harvard Business Review***

Abstract: The two authors outline Peter Black’s groundbreaking work in building coalitions.

***Getting To Yes: Negotiating Agreement Without Giving In*, Bruce M. Patton, William L. Ury, Roger Fisher, Houghton Mifflin**

Abstract: The authors from Harvard’s Negotiation Project outline a four-part approach for reaching win-win agreement in both personal and professional negotiations.

**“Getting Past Yes: Negotiating as if Implementation Mattered,” Danny Ertel, *Harvard Business Review***

Abstract: This article explains that successful negotiators use an implementation mindset to develop strong working relationships, rather than battling their counterparts to “win” during conflict.

#### TAKE ACTION:

WATCH THE MOVIE **LINCOLN** FEATURING DANIEL DAY LEWIS AS LINCOLN (BEFORE PARTNERSHIPS AND COALITIONS).

---

- As you watch this movie pay attention:
  - To the different players and their relationships vis-à-vis their working relationships to Lincoln and his agenda.
  - Who are the fence sitters, adversaries, bedfellows, and opponents?
  - What strategies did Lincoln use to communicate, enroll and engage each?

## RESULTS TEAM MIDPOINT CHECK-IN

---

1. Current status of the project (where the team planned to be and the actual status)
2. An overview of the potential solutions that the team is exploring
3. Challenges the team is facing and how the executive can assist in removing roadblocks
4. Questions on which the team would like the executive's guidance
5. The executive's expectations for the final deliverable
6. Next steps

## INDIVIDUAL DEVELOPMENT PLANS

1. Send your IDPs to Leah by November 16, 2015
2. Be prepared to share your IDPs during Building Partnerships.

TUESDAY, NOVEMBER 17, 2015

| TIME       | EVENT                                                                                                                                                                                                                                       | LOCATION                    |
|------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|
| 7:30 a.m.  | <b>Registration &amp; Continental Breakfast</b><br><i>Please stop by the registration table to pick up your nametags. We will be meeting in a mixed group activity and will give you your initial room assignment at registration.</i>      | Partnership Lobby & Café    |
| 8:30 a.m.  | <b>Operation Wilderness</b><br><i>This is a mixed-group simulation geared toward practicing negotiation and collaboration skills. This is a large group activity so you will be paired with other Coaching groups during this exercise.</i> | Mixed-group room assignment |
| 10:00 a.m. | <b>Break</b>                                                                                                                                                                                                                                |                             |
| 10:15 a.m. | <b>Operation Wilderness Continued</b>                                                                                                                                                                                                       | Mixed-group room assignment |
| 12:00 p.m. | <b>Lunch</b>                                                                                                                                                                                                                                | <i>On your own</i>          |
| 1:00 p.m.  | <b>Operation Wilderness Debrief</b>                                                                                                                                                                                                         | Mixed-group room assignment |
| 2:00 p.m.  | <b>Break and Return to Your Coaching Room</b>                                                                                                                                                                                               |                             |
| 2:15 p.m.  | <b>Operation Wilderness Debrief in Your Coaching Room</b>                                                                                                                                                                                   | Conference Ctr.             |
| 3:15       | <b>Group Coaching Time</b><br><i>Network Challenge<br/>Collaborating &amp; Partnering<br/>Collaborative Leadership Presentations (Fellows)</i>                                                                                              | Conference Ctr.             |
| 5:00 p.m.  | <b>Adjourn</b>                                                                                                                                                                                                                              |                             |

WEDNESDAY, NOVEMBER 18, 2015

| TIME       | EVENT                                                                                                                                                                                                                                                                                                          | LOCATION           |
|------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|
| 7:30 a.m.  | Continental Breakfast                                                                                                                                                                                                                                                                                          | Partnership Café   |
| 8:30 a.m.  | Benchmark Prep for DOJ Panel                                                                                                                                                                                                                                                                                   | Conference Ctr.    |
| 9:00 a.m.  | <b>Benchmark: Department of Justice Panel</b><br><i>Panelists Gilbert Moore (Community Relations Service), Katherine McQuay (Community Oriented Policing Services) and Katherine Darke Schmitt (Office of Justice Programs) will discuss building strategic partnerships within the Department of Justice.</i> | Conference Ctr.    |
| 10:30 a.m. | Benchmark Debrief                                                                                                                                                                                                                                                                                              | Conference Ctr.    |
| 11:00 a.m. | Group Coaching Time<br><i>Readings Discussion</i>                                                                                                                                                                                                                                                              | Conference Ctr.    |
| 12:00 p.m. | Lunch                                                                                                                                                                                                                                                                                                          | <i>On your own</i> |
| 1:30 p.m.  | Group Coaching Time<br><i>Working With Others To Achieve ResultsC</i>                                                                                                                                                                                                                                          | Conference Ctr.    |
| 4:30 p.m.  | Benchmark Prep for Lincoln's Cottage                                                                                                                                                                                                                                                                           | Conference Ctr.    |
| 5:00 p.m.  | Adjourn                                                                                                                                                                                                                                                                                                        |                    |

THURSDAY, NOVEMBER 19, 2015

| TIME       | EVENT                                                                                                                                                                                                                                                                                                               | LOCATION                                                              |
|------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------|
| 7:30 a.m.  | Continental Breakfast                                                                                                                                                                                                                                                                                               | Partnership Café                                                      |
| 8:30 a.m.  | Depart for Lincoln's Cottage<br><i>Via bus</i>                                                                                                                                                                                                                                                                      | Conference Ctr.                                                       |
| 9:00 a.m.  | <b>Benchmark: Lincoln's Cottage</b><br><i>Andrew Marshall will lead a historical benchmark at President Lincoln's Cottage, Lincoln's home base during the Civil War. The president lived there while he developed the Emancipation Proclamation, and he last visited the site the day before his assassination.</i> | Lincoln's Cottage<br>140 N Rock Creek<br>Church Rd.<br>Washington, DC |
| 12:00 p.m. | Lunch<br><i>Provided by the Partnership</i>                                                                                                                                                                                                                                                                         | Lincoln's Cottage                                                     |
| 1:00 p.m.  | Group Coaching Time<br><i>Network Challenge</i>                                                                                                                                                                                                                                                                     | Conference Ctr.                                                       |

BRYAN BIERBAUM

*Results Teams Work -- Project Status Update & Team  
Dynamics*

**3:30 p.m.      Wrap up and evaluation**

**Conference Ctr.**

**4:00 p.m.      Adjourn**