



CCHAP Linkages

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The newsletter that features collaborations that build healthcare educational capacity

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Director of Curriculum and Instructional Programs at Linn-Benton Community College

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by Jonathan Hughes and Jeff Weiss

Community College Healthcare Action Plan

www.cchap.info



Back by Popular Demand!

Healthcare Solutions Exchange²

The first Healthcare Solutions Exchange was such a success you asked us for more! In response to your feedback, CCHAP (Community College Healthcare Action Plan) has planned an exciting conference that will focus on making partnerships work. You won't want to miss it. Mark your calendars now. You can register at our website, www.cchap.info where you will find more information, [directions](#) to the conference facility and a [map](#).

Partnerships in Action
Friday, October 14, 2005
9:00 a.m. – 3:00 p.m.
Location: Center for Advanced Learning (CAL)
Gresham, OR

Getting the conference off to a great start is our keynote speaker, **Carol Schaafsma**, Director of Curriculum and Instructional Programs at Linn-Benton Community College (please see additional information in this issue). Using her experiences with partnerships and collaborations along with her 100+ trainings and presentations she will set the tone for the rest of the day.

The goal of this conference is to allow for an informal, free-flowing exchange of information about innovative healthcare education projects, partnerships and collaborations between community colleges, healthcare providers, private and public four-year schools, high schools and communities.

A variety of **breakout sessions** before and after lunch are planned. They include:

- a follow-up session with Carol Schaafsma – Seven Habits of Successful Partnerships
- RNs ASAP
- Leadership Training Partnerships
- Funding solutions
- OIT Allied Health Programs
- WIN (Workforce Improvement with Immigrant Nurses) Project

- Partnerships in Clinical Mentoring/Clinical Nursing Faculty Project
- The Center for Advanced Learning (CAL) – a charter high school
- Career Pathways
- a clinical simulation demonstration
- and much, much more.

Between the two breakout sessions a boxed lunch is planned with plenty of time for you to informally connect with others for those all-important conversations on projects and plans. There is also a networking room available during the day.

In addition to registration materials, lunch, and session handouts, your \$25 registration fee will include a **free** copy of *Making Partnerships Work - A Relationship Management Handbook* by Jonathan Hughes and Jeff Weiss of Vantage Partners (a \$24.95 value)

Vantage Partners, a consulting firm that helps organizations improve the way they negotiate and manage their most strategic relationships with key business partners, has been kind enough to donate copies of one of their publications, *Making Partnerships Work- A Relationship Management Handbook*.

For more information on Vantage Partners, their consulting & training services and other publications they have written, please visit www.vantagepartners.com or call 617-354-6090.

Mark Friday, October 14, on your calendar and register today!!

Visit our website at www.cchap.info for more information on the conference and to register. The conference is limited to 200 participants.

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Keynote Speaker: Carol Schaafsma

“Seven Habits of Successful Partnerships”

What’s so great about partnerships – it’s not like they can bring about world peace – or can they???

Keynote speaker, Carol Schaafsma, remembers clearly a positive experience with multiple organizations that held widely differing belief systems but joined hands to address the issue of peace and children. The organizations were able to cling to the values and goals they shared in order to have a very successful collaboration. Her experiences with collaborative efforts relating to community action, social justice, social change and political action, and in academia made her a believer. Carol cannot guarantee that partnerships can bring about world peace, but she is positive that it can bring about change for the better and a rewarding experience for group members.

Why are partnerships important?

When individual resources (human and financial) are brought together in a partnership the results are exponentially enhanced by effective partnerships. **If it works well you can accomplish more than you ever imagined.**

There is a **very deep level of satisfaction** that is amplified when the experience is shared with others.

You accomplish things one person alone cannot do. It adds richness to your life when you know you made a HUGE difference.

Makes something that seems impossible – possible.

You never know where the partnership will go or what spin offs there will be from the original project. The unknown is often beyond our imagination.

The synergy often grows and expands to a place you never knew existed.

Partnerships sound like a good idea but how do you make them work?

Carol’s keynote address will provide you the opportunity to develop a deeper understanding of the partnerships/collaborations in which you are a member and how you can make the experience a success for yourself and other group members. When you leave you will:

- have a framework from which to create a new understanding of the partnership/collaboration (diagnostic tool).
- have knowledge of steps you can take to improve partnerships/collaboration.
- know you are not alone – partnerships are rewarding, exciting and HARD.

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Through lecture and group participation, Carol will develop a framework for successful partnerships/collaborations and provide tips on how to encourage successful habits. Carol will guide you to examine the life of a partnership/collaboration and group dynamics and what you can do to bring these two components into alignment.

It is not easy work, but partnerships are worth it!

Through her presentation, Carol will equip you with the skills to work in a culture that has become the norm, partnerships and collaborations. She will help you understand that it is worth the effort and will help you learn what you can do to make it easier.

Healthcare Solutions Exchange² is pleased to have as its keynote speaker Carol Schaafsma, Director of Curriculum and Instructional Programs at Linn-Benton Community College who brings to this conference her experience of presenting over 100 trainings and presentations in the areas of team-building, group dynamics, partnerships, curriculum development and self-awareness of behavior in the workplace. She has also facilitated partnership workshops at Portland State University for non-profit and public community groups.

Making Partnerships Work

A Relationship Management Handbook

by Jonathan Hughes and Jeff Weiss

Generously donated to the Healthcare Solutions Exchange² conference by



Partnerships have become essential to the conduct of business. Alliances of every kind are proliferating – increasing in number, in value and in complexity.

This booklet is a practical resource for the professional involved in the negotiation or management of alliances or other interdependent relationships. Utilizing a mix of text, charts and job aid templates, Hughes and Weiss make a compelling case for the importance of systematic collaboration in the partnering context, and identify and address many of the common traps individuals fall into as they seek to negotiate, deal with differences, build relationships, and create and claim value – all at the same time. The handbook includes a number of simple, but powerful techniques for anyone working on an alliance interface to use to better understand “the other side”; to diagnose and address misperceptions; to improve communication; and to engage in more effective joint problem-

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solving.

Included in the booklet are sections dealing specifically with:

- building a foundation for effective partnerships.
- dealing with differences various models and tools.
- managing complexity utilizing effective tools and procedures.

The Healthcare Solutions Exchange² Conferences thanks Vantage Partners for its generous donation of this valuable partnership publication and encourages conference participants to visit the website, www.vantagepartners.com for more information on its other services and publications.

Electronic copies for this publication may be found at www.ohcc.info