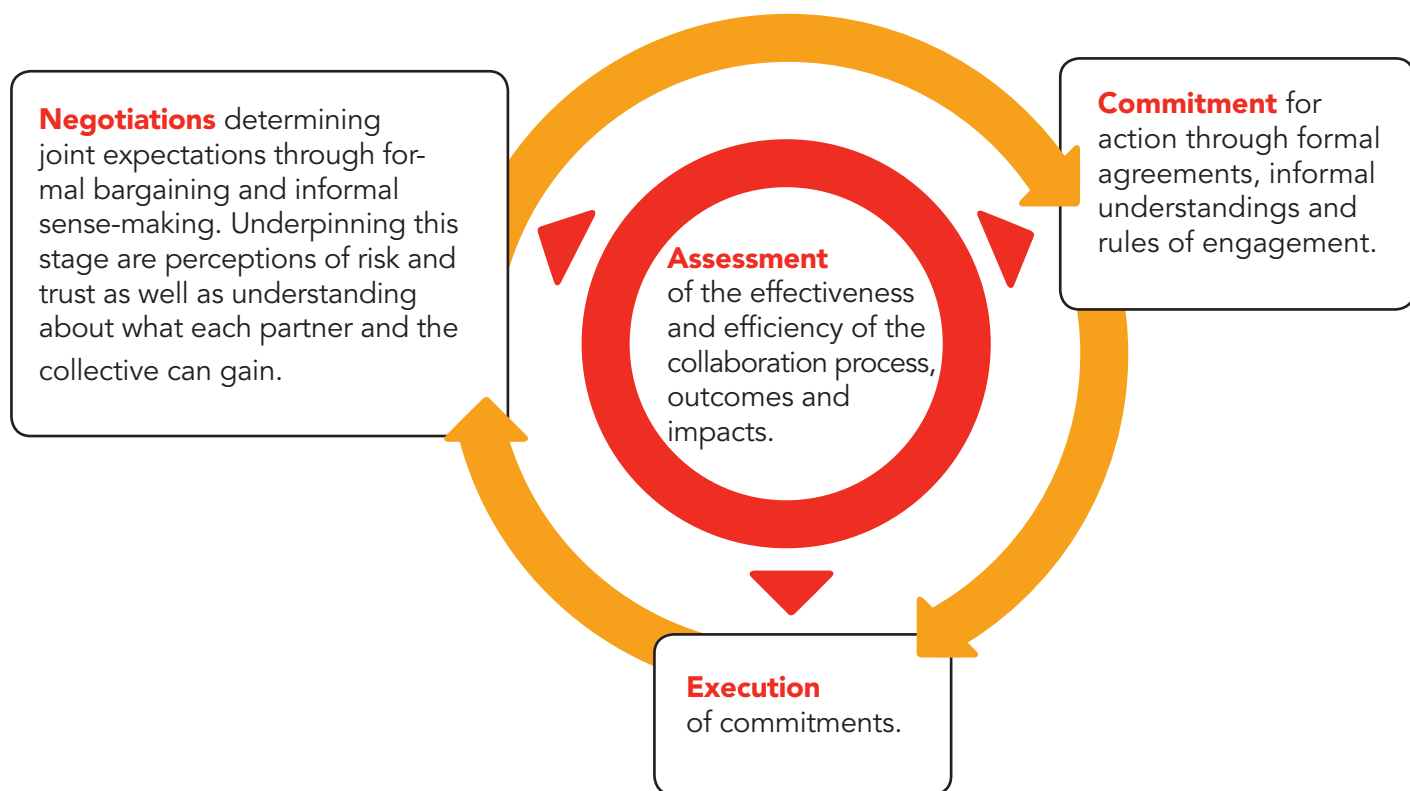


COLLABORATION DEVELOPMENT PROCESS

There are a number of ways to look at the stages of collaboration. One way is to describe the stages based on the development process. The following diagram, adapted from the Wellesley Institute's *Collaboration in the Third Sector*¹, illustrates the dynamic, continuous and iterative nature of collaborative development.



There are a number of factors which will affect how quickly and easily a collaboration moves through the stages of negotiation, commitment and execution.² They include:

- Degree of difficulty arriving at agreement about the problem or need
- Number and diversity of stakeholders and the interdependencies of the relationships
- Kinds of participant motivations, including the degree of self-interest and urgency, and the access to resources and expertise
- Ability to communicate and find common meaning among the partners
- Quality of leadership and capacities
- Level of trust

¹ *Collaboration in the Third Sector: From co-opetition to impact driven cooperation*; J Richard Blickstead, Eleanor Lester, Michael Shapcott, Wellesley Institute, drawn from Van de Ven's model of collaborative process

² Ibid. page 15

