

RESOURCES ON STRATEGIC ALLIANCES

The Power of Possibility (www.thepowerofpossibility.org)

The Power of Possibility campaign is a joint effort by BoardSource, The Bridgespan Group, La Piana Consulting, The Lodestar Foundation, Lyda Hill, MAP for Nonprofits, and The Patterson Foundation to provide resources and tools to help guide nonprofits leaders and boards about the possibility of strategic alliances and restructuring.

La Piana Consulting (www.lapiana.org)

Founded by David La Piana in 1998, La Piana Consulting was created to be a powerful resource for collaboration and strategic restructuring in the nonprofit sector. In addition to their consulting services, they provide tools and insights on collaborations and restructuring, strategic planning, business planning, change management and governance leadership.

The Collaboration Hub (www.grantSPACE.org/tools/collaboration)

This site contains vast resources related to collaboration in the social sector. This Hub includes valuable publications, questions and answers, links to videos and podcasts, blog posts, and a comprehensive, searchable collection of 650+ profiles of vetted collaborations.

Book

The Collaboration Challenge: How Nonprofits and Businesses Succeed Through Strategic Alliances (2000)
by James E. Austin

This book provides a practical framework for understanding how traditional philanthropic relationships can be transformed into powerful strategic alliances. Reader will learn how to:

- Find and connect with high-potential partners
- Ensure strategic fit with the partner's mission and values
- Generate greater value for each partner and society
- Manage the partnering relationship effectively