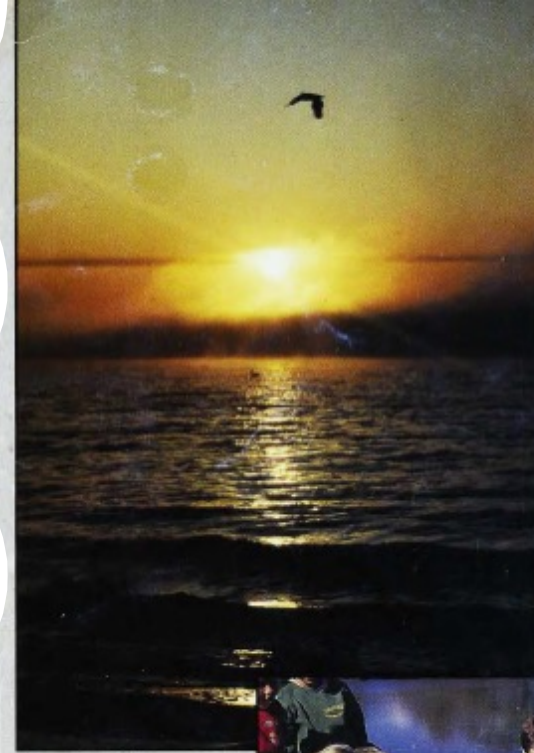


# *What I've learnt about successful and not so successful collaborations*

Cam Nicholson  
Nicon Rural Services



## RESTORING THE BALANCE



A strategy for  
managing salinity in  
the Corangamite  
Salinity Region



# 1. Make sure everyone is on the same page



- All genuinely working on the same objectives and outcomes

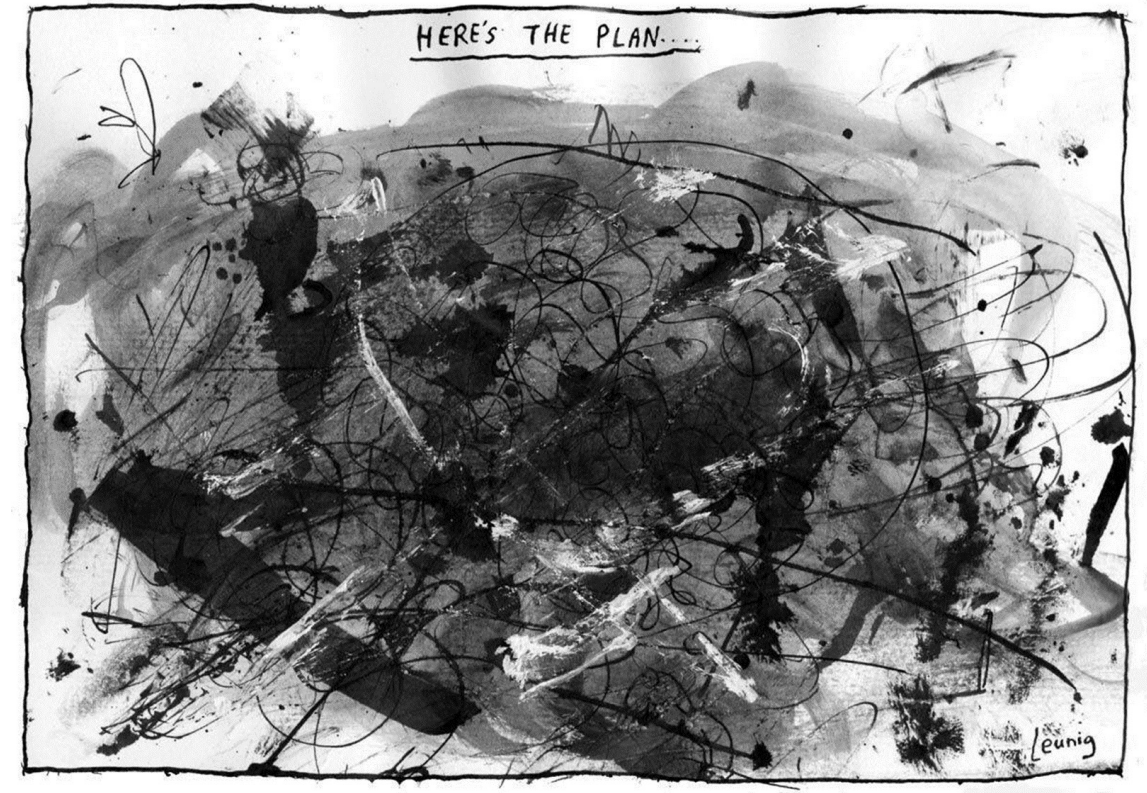
- Traps – inclusions because of money, reputation, entitlement, looks good on an application (cull the hangers on)



## 2. Plan early and plan well



- Down to the activity level, made obvious for all to see / discuss



## 2. Plan early and plan well

- **Traps – inconsistent costing for same task, no collective agreement, over promise**



- **Include 'hidden costs' – MEL, comms, management, admin**

- **Discuss and agree on the data capture and reporting early on**

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TECHNICAL DETAILS

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### 3. Have a rigorous discussion about in kind



#### Cam's principles of in kind inclusion

1. It should be **fair** – Same contribution = same value
2. It should be **reasonable** – meets the 'market'
3. It **directly contributes** to achieving the outcome - describable link to outcome.

### 3. Have a rigorous discussion about in kind

#### What is legitimate in kind?

- **Personnel** directly involved in project and back room delivery – same cash rate
- Your **memberships / contacts** – crucial for extension (multiplier effect)
- Your **communication platforms** – it is sophisticated, established and trusted
- **Infrastructure / IP** – Often difficult if not trials but needs to be considered
- **Target audience attendance** – project delivery V attend to learn.

## 4. Identify a project leader



- Expect this role to be
  - Much more work than you ever thought
  - Frustrating
  - Repetitive.
- Be prepared to be tough at times (within – we agreed to ....) to funders (push back on project creep)
- Invite situational leadership

# In summary

- Collaborations can be anywhere between hugely rewarding (and influential) to absolute dogs.
- Your preparation will largely determine what you get
- Be **honest**
- Be **transparent**

A quote by Mother Teresa is displayed over a background image of her in prayer. The text is white and reads: "Honesty And Transparency Make You Vulnerable. Be Honest And Transparent Anyway." Below the quote, it says "~ MOTHER TERESA ~". The background image shows Mother Teresa in her characteristic white and blue sari, with her hands clasped in prayer, set against a dark, mountainous landscape at dusk or dawn.

Honesty And Transparency Make  
You Vulnerable. Be Honest And  
Transparent Anyway.

~ MOTHER TERESA ~

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