







Sample Exercise: Thinking about the different tradeoffs you face when collaborating can help to inform your strategy and where you focus action

DECISION POINTS

Compare poles A and Z below to understand implications of different decisions for your collaboration strategy.

	Pole "A"	Pole "Z"	Example Considerations
Focused vs. General	Narrow focus on a specific community health topic(s) 	Broad equity focus for community writ-large	<i>Example focus areas might include behavioral health, maternal & infant health, violence prevention vs. a wide array of equity goals.</i>
Upstream Root Causes vs. Downstream Effects	Focus on addressing upstream causes of health inequities 	Focus on delivering services that alleviate or impact immediate health inequities	<i>Addressing root causes can be more complex and can require more advocacy-focused partnerships or broadening beyond traditional "health care."</i>
Local vs. Regional Systems Change	Deep focus on hyper-local work and partnerships 	Large-scale or multi-region systems change	<i>Depending on an organization's unique connections and skill sets, one of these options may be easier than another.</i>
Depth vs. Breadth	Fewer, deeper relationships 	Wide network of partners	<i>Ability to convene a diverse group of actors may increase with breadth of network.</i>
Partnership Ideology	Prioritizing partners with similar ideologies & perspectives 	Working 'across the aisle' or those with different priorities	<i>In ecosystems with tense political environments, working across the aisle may require heightened intentionality.</i>
Time Allocation & Bandwidth	Time spent cultivating partnerships 	Time spent delivering on internal mission	<i>Limited bandwidth of workforce, time, or resources may necessitate more time spent on internal demands.</i>