
Discussion on Collaboration Cleveland Arts Education Consortium

NOVEMBER 2016



CLEVELAND
ARTS
EDUCATION
CONSORTIUM

In residence at Cleveland State University

What are the biggest barriers to successful collaboration?

Lack of trust

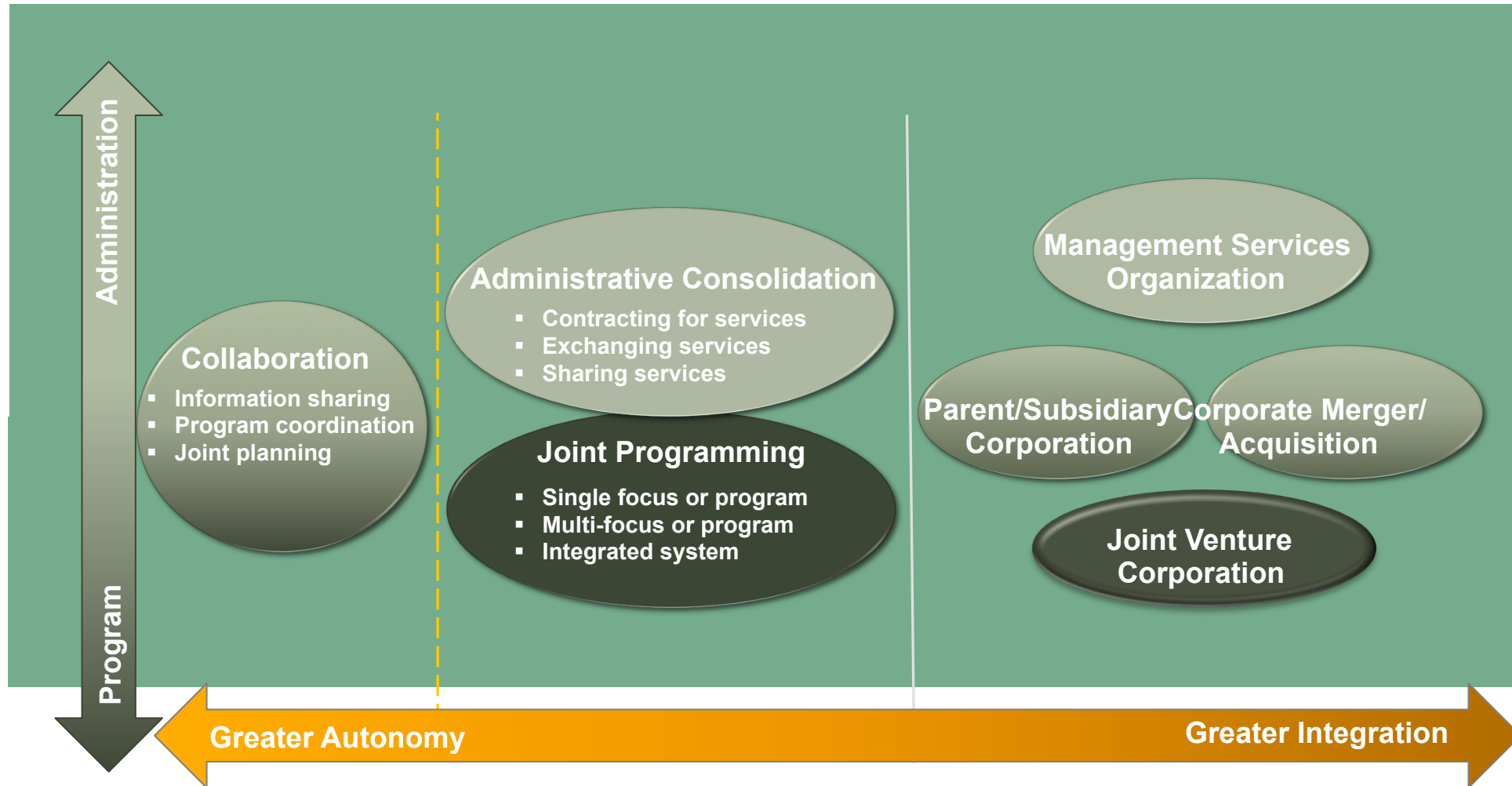
Autonomy concerns

Self-interest

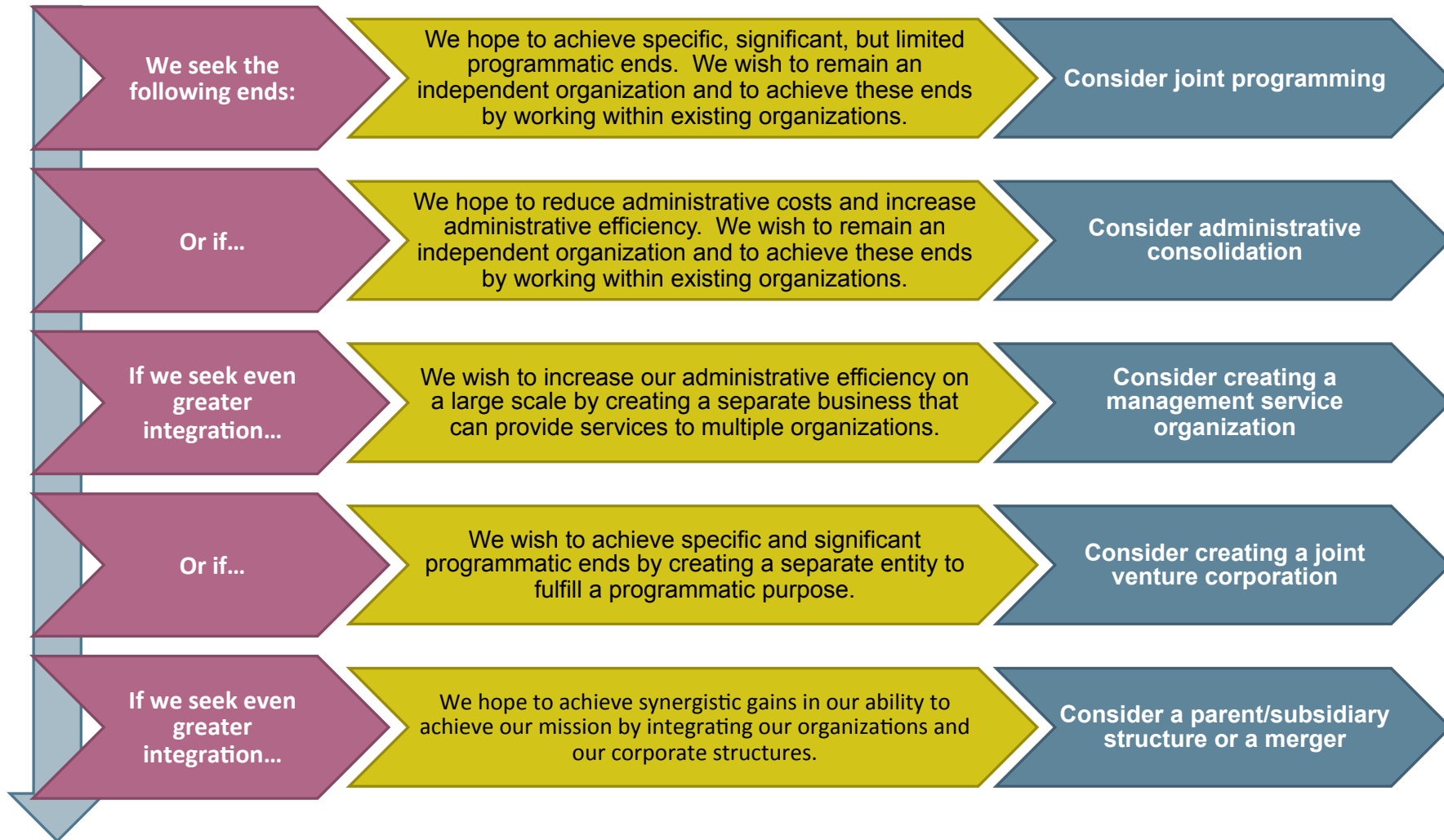
Organizational culture



The Partnership Matrix



Decision Tree



Key Ingredients

- 1) Board support and leadership
- 2) Key funder support
- 3) Business imperative
- 4) Attractive merger partner
- 5) Time
- 6) Money – legal, IT, branding/marketing/other
- 7) Attitude – flexible, workable, openness to change