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TRANSFORMING PROFESSIONAL LEARNING

Working with Third-Party Providers

Transforming Professional Learning Webinar Series

April 17, 2014

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Call Procedures

- Engage fully, sharing expertise and asking questions.
- Use the chat box at the bottom of the screen to enter comments and questions.

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Today's Outcomes

- Examine assumptions that form the basis of establishing relationships with external providers;

- Learn the attributes of successful partnerships between education agencies and third-party providers;

- Identify key questions that should guide the selection of and collaboration with third-party providers.

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Agenda

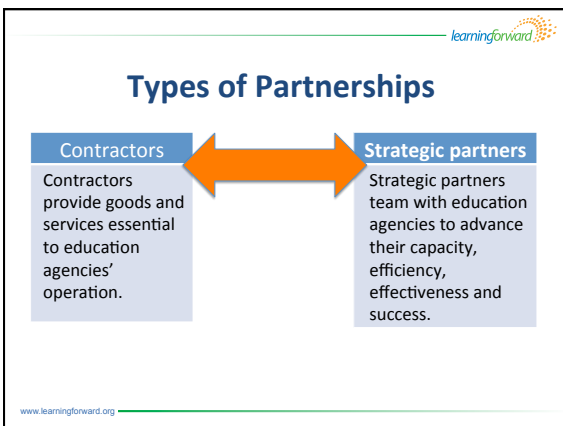| Topic |
|---|
| •Welcome and introductions |
| •Overview |
| •Third-party providers |
| •Code of responsibilities |
| •Building partnerships |
| •Assessing partnerships |
| •Wrap-up |

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Meet the Promise of Content Standards: The Role of Third-Party Providers

Who are third-party providers?

Types of Partnerships

Contractors		Strategic partners
Contractors provide goods and services essential to education agencies' operation.		Strategic partners team with education agencies to advance their capacity, efficiency, effectiveness and success.

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Poll

Consider your third-party provider relationships. Where do they fall on the continuum?

a. More contractor oriented
b. Tend toward the middle
c. More strategic-partner oriented
d. Don't know

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What are some factors contributing to the status of your current relationships?

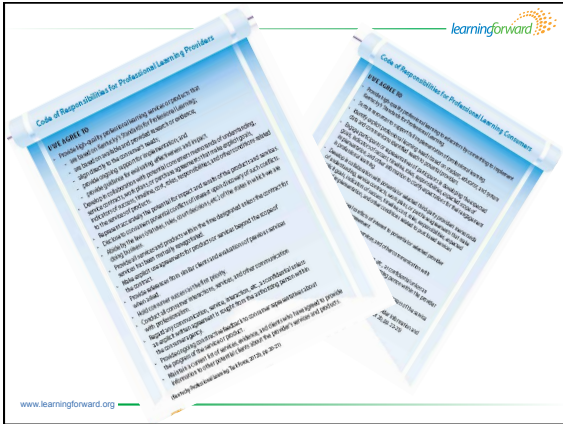www.learningforward.org

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Attributes of Successful Partnerships between Third-Party Providers and Education Agencies

- Clarity of goals
- Transparency
- Trust
- Flexibility
- Responsiveness
- Strategic planning

- Collaborative engagement
- Joint decision making, as appropriate
- Constant nurturing
- Deep understanding and appreciation for each other's capacities

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Building Partnerships

- Goals and needs driven
- Mutual benefits
- Added value
- Authentic costs
- Expectations and requirements
- Clear protocols and procedures e.g., decision making, communication, handling disagreements, etc.
- Partnership coordinator

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Evaluating Partnerships

- Regular "check-in" conversations
- Tangible and intangible benefits
- Challenges and adaptations
- Goal assessment
- Ongoing improvements

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