

THE INTERSECTOR PROJECT

An Introduction to The Intersector Process: Cross-sector Collaboration in the Public Sector

- ✦ Each sector — and indeed each entity within the sectors — has its own language, culture, and work practices, which can prove challenging to align when pursuing shared goals in a consensus-oriented environment.
- ✦ [The Intersector Project Toolkit](#) is designed to assist practitioners in navigating differences among the sectors by supporting shared understanding among cross-sector partners of key elements for their collaborative process, as well as a common language for those elements.
- ✦ [Creating a Common Language for Cross-sector Collaboration](#) (SSIR, 2013) draws from the author’s book, which “introduces a methodology for establishing a ‘blueprint’ that maps out a problem and a common language for defining unmet needs of the individuals and organizations involved” in a cross-sector collaboration.”
- ✦ [Fostering Collaboration Through Common Language](#) (SSIR, 2014) articulates three strategies for developing a “common language for partnership.”

Note – The resources above are available via [The Intersector Project Resource Library](#) – an online, searchable catalog of hundreds of quality resources related to cross-sector collaboration from research organizations, advisory groups, training organizations, academic centers and journals, and other sources. The Library includes resources relevant to all sectors, a wide variety of partnering models, and a broad range of issue areas.

- ✦ Many successful collaborations exhibit key, common characteristics, including engaging key partners, accounting for financial and non-financial resources, building a common understanding of the issue the collaboration wishes to address, enlisting powerful sponsors or champions to support the collaboration, and more.
- ✦ [The Intersector Project Toolkit](#) is a starting point guide to assist practitioners in the work of designing and leading cross-sector partnerships. It simply and clearly articulates the essential ingredients of collaboration, providing practical knowledge for practitioners lead cross-sector collaborations in their communities. The best practices outlined here are relevant to a wide variety of problem types, issues areas, and partnership structures.
- ✦ One of the leading libraries on cross-sector collaborations in the United States, [The Intersector Project’s case studies](#) are created specifically for practitioners. These brief stories illuminate the key contributions and collaborative tactics of partners across the United States in a variety of issue areas, including community revitalization, health and wellbeing, infrastructure, education, and environmental conservation.
- ✦ The Intersector Project’s [Research to Practice series](#) examines academic articles, integrating additional commentary gained by interviewing the scholars who wrote them, to highlight key facts, actionable takeaways, and additional resources practitioners can turn to for guidance in their cross-sector work.
- ✦ Well-developed agreements among partners that outline how partners will finance their work, the roles and responsibilities they will take on, how they can ensure they adapt and remain flexible, and more “can make a significant contribution to shaping good partnerships – and ultimately define their success” (The Partnering Initiative).
- ✦ The Partnering Initiative’s [Partnering Agreement Scorecard](#) and accompanying guide, [Designing Comprehensive Partnering Agreements](#), provide guidance on designing partnering agreements, leading partners to consider questions such as, Who will represent each partner in the negotiation, planning and implementation of the partnership? What motivates each partner to engage in the partnership? What project phases will be defined and how will they be distinguished? Is the priority of activities established? Which issues will be brought up for collective decision-making? Have sanctions been determined in case of breach of commitment? and more.

For more information or to further discuss cross-sector collaboration, please contact The Intersector Project at neil.britto@intersector.com.