

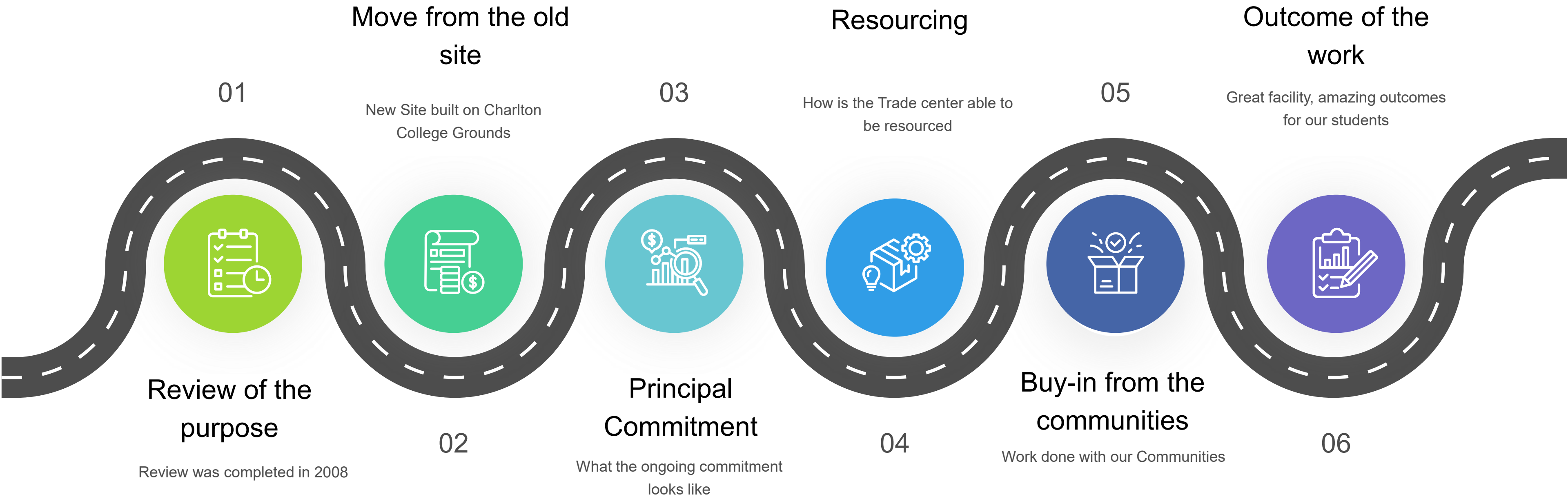
Building and sustaining a collaborative network



North Central Trade Training Centre

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Roadmap



REVIEW OF OPERATIONS

In 2006 a full review of the Trade Centre operations was requested.

Why was there a need for the review?

Activity

Discuss and write down an example of a poor performing cluster/network you have been part of

- Share to the group
- What were the common elements

Discuss and write down an example of a high performing cluster/network you have been part of


- Share to the group
- What were the common elements

Maturity Matrix

NETWORK MATURITY MATRIX

| | PURPOSE AND DIRECTION | GOVERNANCE AND STRUCTURE | LEADERSHIP AND FACILITATION | KNOWLEDGE CAPTURE AND REUSE | INTEGRITY AND VITALITY | LEARNING AND IMPROVEMENT | IMPACT AND VALUE | SUSTAINABILITY AND RENEWAL | |
|------|--|--|---|---|--|--|--|---|------|
| FIVE | <p>The network continually reviews its strategic focus, spawning additional groups to cover specific topics or actions as appropriate.</p> <p>Members share the same ambition for the network. They fully buy into the strategy and plans for the network, and are personally committed to its future.</p> <p>External drivers and influences on the network are fully understood.</p> | <p>Membership coverage is complete, providing well-balanced representation. Diversity and cultural/regional differences are well handled.</p> <p>Governance is fully effective, demonstrating a genuine strategic interest in the success of the network.</p> <p>Sponsors are proactive advocates who champion the cause and promote successes externally.</p> | <p>Leadership is shared seamlessly between several members, who have time and support to carry out the role effectively.</p> <p>There is good understanding of dynamic social processes (e.g. bridges and brokers, connectors and mavens,) and how to facilitate the network to get the best from these.</p> <p>There is a virtuous circle of credibility and confidence in the network to respond and deliver.</p> | <p>Members bring new insights, analysis and content for inclusion as a matter of course. Discussions are regularly distilled into valued knowledge assets. They become essential reading for all members, and may spawn other products, guides and checklists for wider use.</p> <p>Mechanisms for capturing and sharing are well established, including live and virtual events.</p> | <p>High levels of trust and mutual respect enable passionate discussions. People are able to discuss their feelings.</p> <p>Conflict is handled professionally, openly and positively. People honour commitments to participate and deliver.</p> <p>Good range of contributions and unsolicited offers. Members regularly interact on a peer-to-peer basis as well as with the network as a whole. Where appropriate, interaction extends well beyond the boundaries (e.g. suppliers, partners, other networks).</p> | <p>The network regularly engages in formal and informal learning, (e.g. guest speakers, internal and external bench-marking, project reviews and visits) with strong participation.</p> <p>The network models reflective practice and seeks ways to improve its effectiveness through evaluation and feedback. Members openly share their learning from failures as well as successes.</p> | <p>The network is acknowledged by members and stakeholders alike for its impact.</p> <p>Members are proud of their accomplishments together, and tell stories of measurable impact and innovation.</p> <p>The network reviews the impact it is having in order to understand and repeat its successes.</p> <p>Specific external stakeholders and influencers are targeted with impact stories.</p> | <p>The network is not reliant on a specific individual to maintain momentum. Multiple channels (e.g. voice, data, email, webcast) are used innovatively. Dialogue is rich and varied, incorporating personal exchanges and business focus.</p> <p>There is an agreed strategy for growth, funding and recruitment of new members.</p> | FIVE |

PRINCIPAL COMMITMENT



Collaboration: “To work with another or others on a joint project.”

- Joint planning, decision making, and problem solving
- Job embedded and long term
- Formal and informal
- Common goals
- High levels of trust

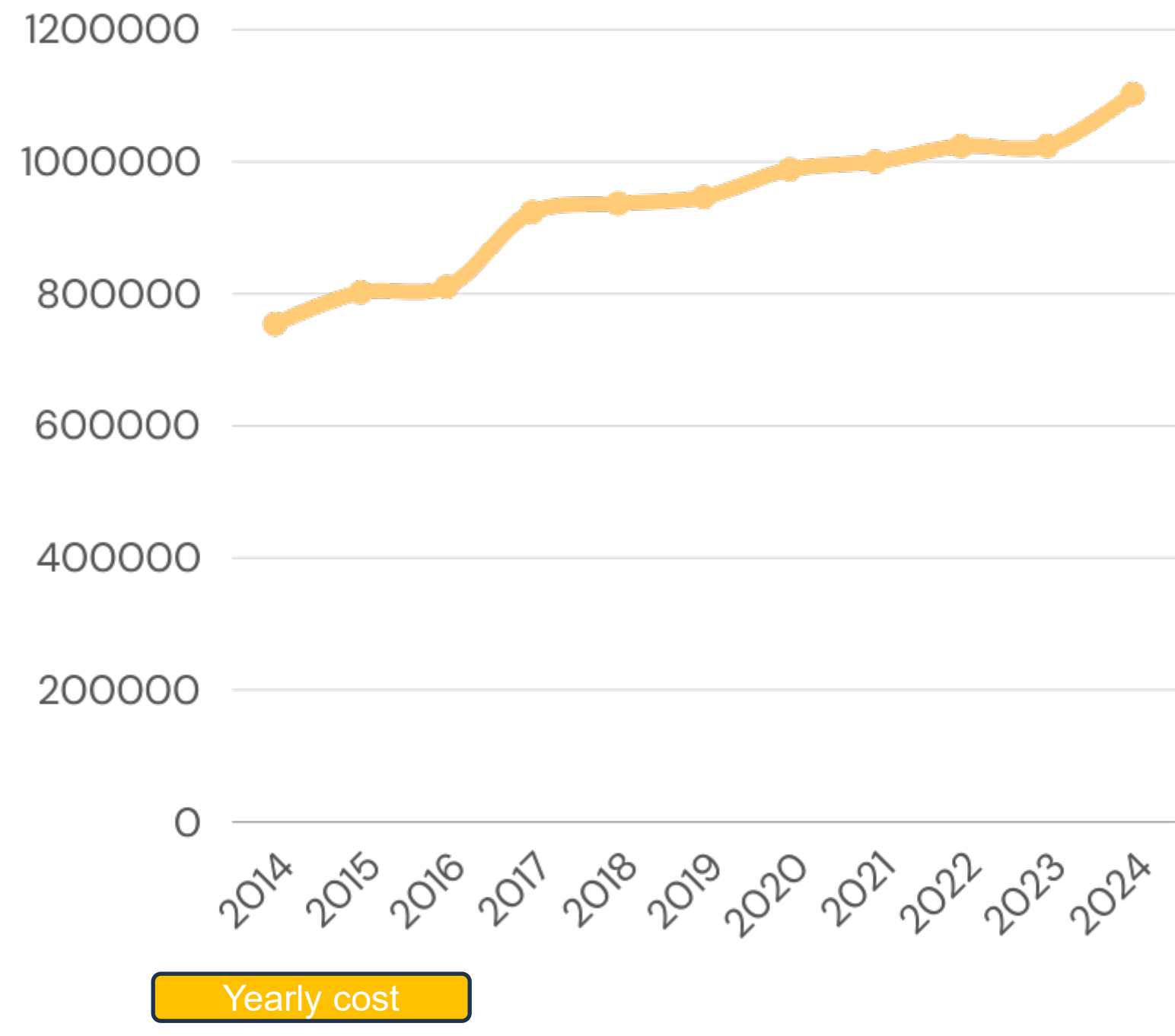
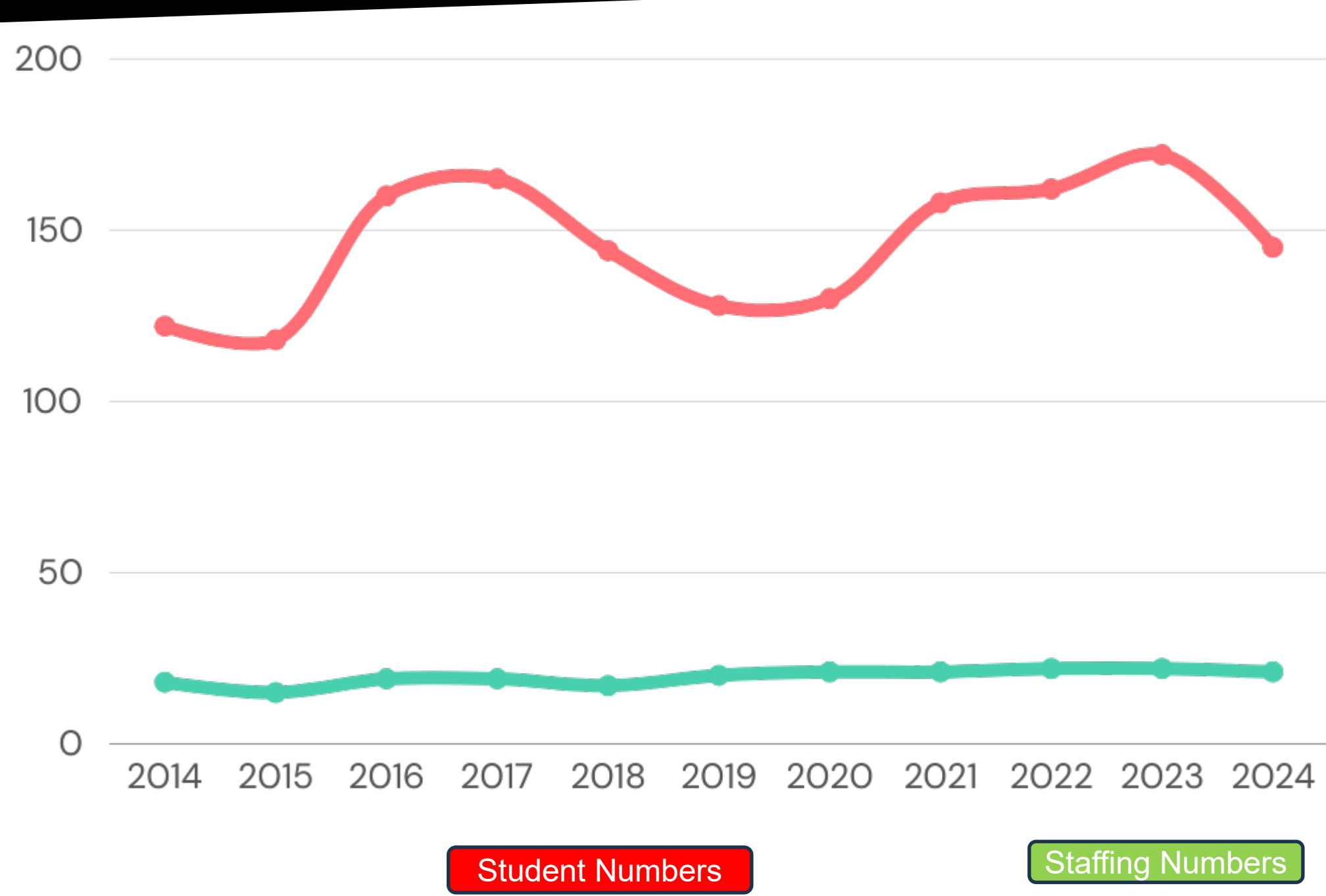


Cooperation: “To be of assistance, or willing to help.”

- Individual ownership of goals with others providing assistance for mutual benefit
- Resources and materials are shared as required
- Often spontaneous/one off arrangements
- Passive engagement by others
- Often short term
- No set structure or arrangements



RESOURCING

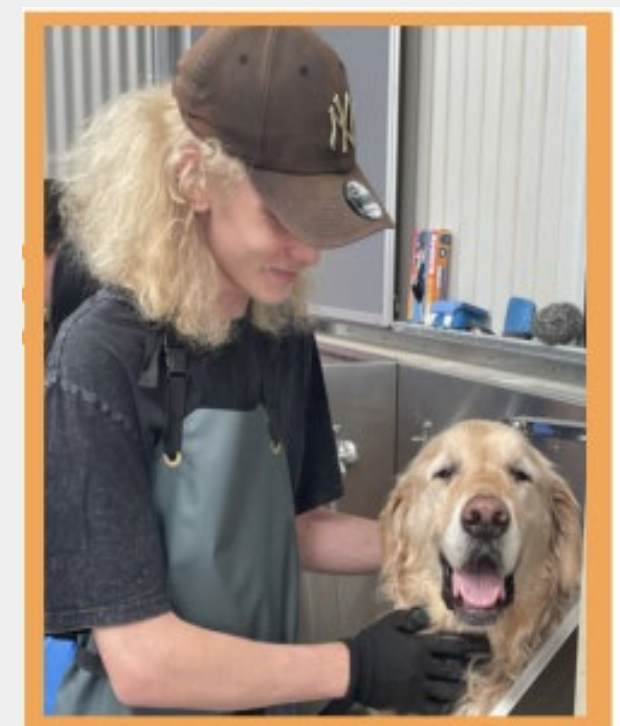


COMMUNITY



Charlton
Donald
Wycheproof
East Loddon
Boort
Pyramid Hill
Wedderburn
St Arnaud

OUTCOME



New Building



Photos of the Trade Centre

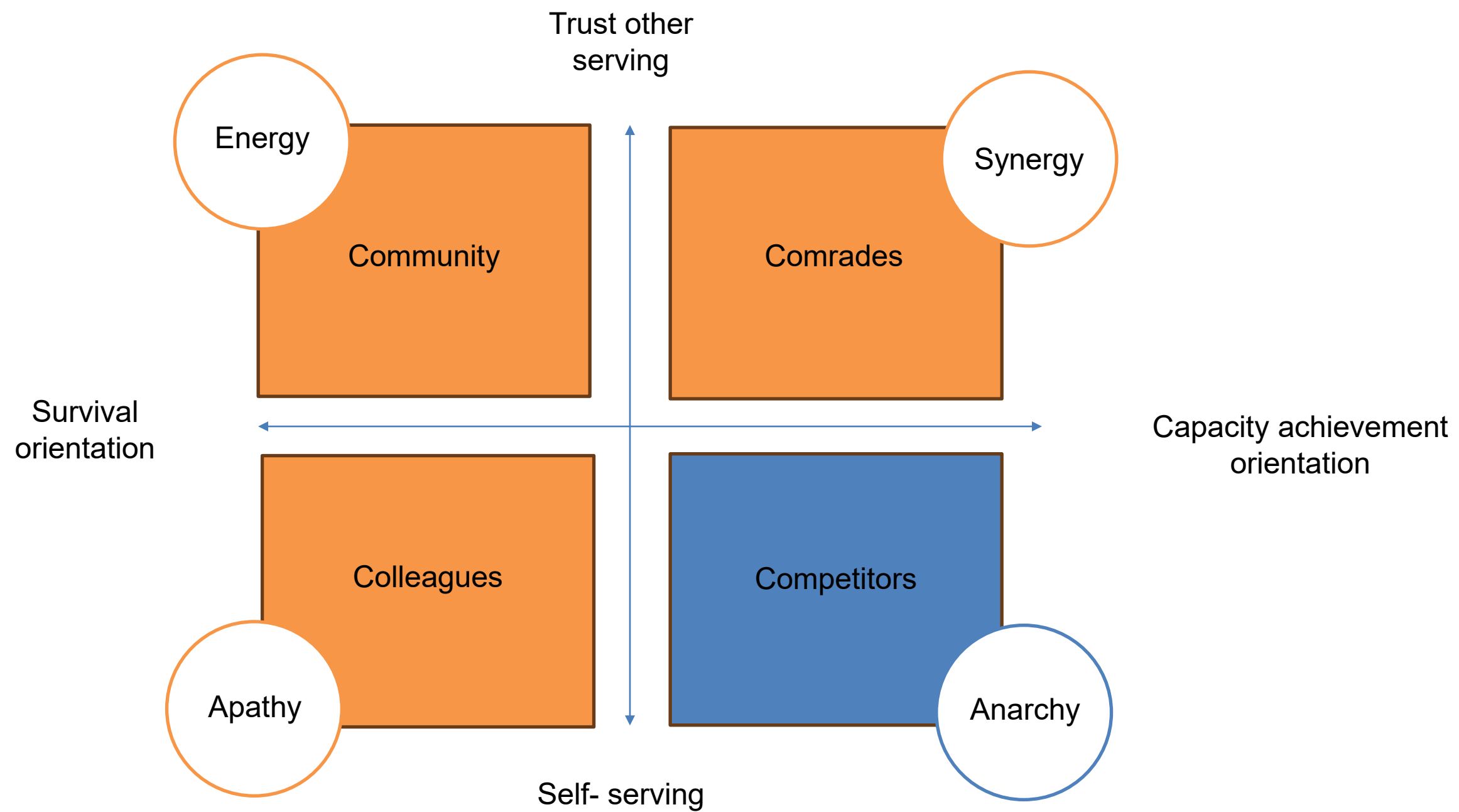








Trust Capacity



Questions



Thank you