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**Finding Common Ground:**

**A project-based approach to**

**cross-campus partnership building**

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**Tips for Cross-campus Partnership Building**

* Don’t be shy. If you don't have the contacts you need or aren’t sure where to start, talk to people.
* Choose your partners with care. Trust is essential. Invest in relationships, new and existing.
* Listen to and learn from your partners. Teach as well.
* Link your goal(s) to institutional vision and mission.
* Take the initiative. Don't wait for orders. Executives are busy.
* Keep leadership informed, but not involved, throughout the pre-project phase. Keep it simple.
* Coordinate communications up the various chains of command. Tell the same story at the same time.
* Pitch the project approval via a single one page executive level charter with just enough detail to demonstrate due diligence.
* Make it an easy decision to approve.

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