



GLOBAL CONNECTIONS Relief and Development Forum

Developing partnerships: headache or happiness?

Tuesday 24th May 2011

Reading List

- The Partnering Initiative publications, <http://thepartneringinitiative.org/publications.jsp> including: *The Partnering Toolbook*, *The Brokering Guidebook*, *The Case Study Toolbook*, *Talking the Walk*, and *Moving On*. All free to download.
- Austin, James E. 2000. *The Collaboration Challenge: How Non-profits and Businesses Succeed through Strategic Alliances*. San Francisco: Jossey-Bass.
- Avery, Mark. 2005. *Beyond Interdependency: An Identity-Based Perspective on Cooperative Inter-organizational Mission*. PhD diss., Fuller Theological Seminary.
- Butler, Phill. 2005. *Well Connected: Releasing Power, Restoring Hope Through Kingdom Partnerships*. Waynesboro, GA: Authentic.
- Dent, Stephen M. 2004. *Partnering Intelligence: Creating Value for Your Business by Building Strategic Alliances*. 2nd ed. Palo Alto, CA: Davies-Black.
- Doz, Yves L. and Gary Hamel. 1998. *Alliance Advantage: The Art of Creating Value through Partnering*. Boston, MA: Harvard Business School Press.
- Hughes, Jonathan and Jeff Weiss. 2007. *Simple Rules for Making Alliances Work*. Harvard Business Review (Nov): 122-131.
- Huxham, Chris. 1996. *Creating Collaborative Advantage*. London: Sage.
- Mattessich, Paul W., Marta Murray-Close, Barbara R. Monsey. 2001. *Collaboration: What Makes it Work?* 2nd ed. Saint Paul, MN: Fieldstone Alliance.
- Pocock, Michael, Gailyn Van Rheenen, and Douglas McConnell. 2005. *The Changing Face of World Missions: Engaging Contemporary Issues and Trends*. Grand Rapids, MI: Baker Academic.
- Spekman, Robert E., Lynn A. Isabella, and Thomas MacAvoy. 2000. *Alliance Competence: Maximizing the Value of Partnerships*. New York: John Wiley & Sons.
- Spillet, Roxanne. 1999. *Strategies for Win-Win Alliances*. In *Leading Beyond the Walls*. Eds. Frances Hesselbein, Marshall Goldsmith, and Iain Somerville, 261-270. San Francisco: Jossey-Bass.
- Ulrich, Dave. 1999. *Maximizing Creative Collaboration*. In *Leading Beyond the Walls*. Eds. Frances Hesselbein, Marshall Goldsmith, and Iain Somerville, 91-104. San Francisco: Jossey-Bass.
- Van Engen, Charles. 2000. *Opportunities and Limitations*. In *Working Together with God to Shape the New Millennium: Opportunities and Limitations*, EMS Series No. 8. Eds. Gary Corwin and Kenneth Mulholland, 82-122. Pasadena: William Carey Library.

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