



BUILD PARTNERSHIPS! **TOOLS FOR STRATEGICAL LIBRARY DEVELOPMENT**



PROFESSIONALISE!

Partnership work is about being professional in external relations. Formalise your external collaborations and incorporate it into everything you do!



BE STRATEGIC!

Partnerships can be used as a method to fulfil your overall objectives. Create a strategy with clear objectives for your library as well as for your partnerships. Stick to it and communicate it!



STRENGTHEN THE NETWORK!

A number of potential partners exist among your current contacts and in your local community. Gain an overview, organise and maintain your network.



PREPARE THE ORGANISATION!

Your organisation must be able to seize the opportunities that arise through partnership work. Make sure that your employees have the competences and feel up for working with partners and development!



FOCUS THE LIBRARY!

Partnerships can help strengthen the library's services, relations and development opportunities. Clarify where your library is headed and use partnerships to get there!



CHOOSE PARTNERS CAREFULLY!

Everyone who can contribute to fulfilling your objectives can become a partner, but you must choose the right ones in order to achieve the greatest possible benefit. Estimate your partners' potential and do not rule out anyone in advance!



SHOW WHO YOU ARE!

Potential partners do not know what you could collaborate on and what they can gain from collaborating with you. Know your library's strengths and communicate them clearly!



NURTURE THE PARTNERSHIP!

Your partnerships demand an established framework and ongoing nurturance. Make sure you have good communication, clear agreements and continuous evaluation!