Seven steps to build successful collaboration.

1) Key contact(s)

Identify the key people (or local champions) who can make "stuff" happen.

2) Trust

Build personal and professional relationships. Be transparent and honest in your dealings.

3) Respect

Ask what local partners want. Respect their ideas and use their input to develop a shared vision. Respect people’s time and empower local implementers to develop local ownership.

4) Vision

Have a clear vision for all involved in the project - a common, clear message that is important to, and based on, what the local partners want.

5) Communicate

Be clear about what you can and can’t support. Clearly assign tasks and management – who will do what.

6) Add value

Local partners have competencies and skills. Look for how you can best complement and add value to their activities. Again, ask how you can contribute.

7) Build

Success breeds success. Do a few things well to start. Build support and grow.