Appendix 4: Evaluation Form Summaries

Statewide PCP Strengthening Partnership Workshops

1. What are one or two things from today that you found refreshing and/or interesting (particularly in terms of the workshop purpose)?

Gippsland Region 1 (19 people, 14 April 2008)
- focussing on means rather than ends
- value of personal relationships
- we are heading in the right direction; we have the basics to build on
- volunteer model (4)
- humanising our work – who I am, what I do
- importance of balance
- value of partnerships
- need to consider and respect people's feelings/spaces
- stable/dynamic model of management – managing, not resolving tensions (2)
- purpose, method, outcome
- communication for life
- I do have a worthwhile contribution
- time to reflect on individual lenses
- less/more points
- importance of real conversations (3)
- interactive/informal style - can transfer to my interactions with others (3)
- diverse individuals bring a range of skills and perspectives to PCP (2)
- reinforced previous learnings – ways to apply in my work
- above and below the line – balance in style
Gippsland Region 2 (22 people, 15 April 2008)
- the talk about conversations and how we conduct them (6)
- expressing curiosity without expressing "why"
- above and below the line - importance of working below the line (3)
- managing not resolving tensions (2)
- wide range of models and stories to illustrate (2)
- freedom to use workbook as we choose
- importance of focussing on emotion
- building relationships (3)
- we are more than our work- permission to be ourselves
- energy of presenter, real life examples, down to earth, engaged all day – no power
points (4)
- value of concepts and their practical application
- levels of organisational consciousness
- overlap between business/corporate and health arena
- our ideas of less structure + more flexibility are validated
- congruence in thinking between PCP members – networking (2)
North and West Matrie Degion 1 (10 page 15, 10 April 2022)
North and West Metro Region 1 (19 people, 16 April 2008)
- Is ok to work below the line
- volunteer model (6)
- conversation model (4)
- importance of relationships
- things to place more emphasis – things to put into practice (2)
- challenge of developing partnerships & the impacts of consciousness
- volunteer model – would like those not here to hear this and reflect
- networking – opportunity to meet PCP people (3)
- theory presented in entertaining way – stories great (2)
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 not getting bogged down into creating actions
 different ways of working in partnerships – exceptionally valuable
- stable – dynamic
- emphasis on building relationships
 enjoyed content and format of workshop
- theory/practice
- start by considering structure and style of potential partners – don't assume they
have the same way of achieving common goal
North and West Metro Region 1 (10 people, 17 April 2008)
- volunteer model (2)
- above & below the line – strategies to connect with agencies (2)
- range of information presented and their flexibility (3)
- intersection model (2)
- commonalities to be embraced
- curiosity/conversations (3)
- managing tensions
Barwon South West Region 1 (46 people, 23 April 2008)
- above and below the line (2)
- value of below the line conversations – crucial to partnerships
- managing /balancing tensions (3)
- conversing not convincing (4)
- particularly enjoyed the presenter – ways of making comments real (4)
- the models put forward – challenging the way I engage with peers
- variety of partners with which to partner to increase capacity
- individual people's preferred method of giving and receiving information – brain
dominance (3)
- importance of relationships (not MOUs!) (2)
 focus consistent with COGG primary value approach
- intersection model (2)
- not new material but application to partnerships was
- strong relationship between language and partnerships (2)
- volunteer model - ok not to be in volunteer all the time (2)
- ideas/structure/framework
- alliances are valued
- shared views/common goals/purpose (3)
- conversations started, but answers not determined
- models all useful-will take it all back – lots of ahah moments
- cutting back to minimum critical specifications - not getting bogged down
Barwon South West Region 2incomplete (24 April 2008)
Loddon Mallee Region 1 (44 people, 5 May 2008)
- volunteer model (9)
- appreciation of difference
- above and below the line (7)
- will now get involved with the PCP
- shared purpose – common goals – purpose, method, outcome (6)
- need to listen – less whinging
- inclusion/exclusion (2)
- brain dominance (5)
- conversing not convincing (6)
- reaffirmation of how I operate
- identity (2)
- elements of partnership
- interesting and diverse group
- real examples – exploration of models, not lecturing (3)
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	value of person regardless of status
	all of it – really enjoyable – fantastic delivery (2) managing tensions
- '	
La	oddon Mallee Region 2 (35 people, 14 May 2008)
	volunteer model – where we really are (11)
- 1	respecting other's needs - intersection (5)
	communication –laws of conversation (2)
	great integration of concepts of partnership – practical experiences of making the happen (2)
-	passion & insight of excellent framework
- 1	refreshing workshop/great networking (4)
- ;	simple ways of analysing relationships
	broad/holistic nature of workshop – great energy
	PCP is method - not the purpose
- :	structure and culture
	ess emphasis/more emphasis (4)
	dynamic/stable relationships (4)
	opportunity to think about different situations and range of levels
	ooked at self and challenges of implementation at work (3)
	focus on own workplace
	facilitator's style – engaging aspects – moving around
	self awareness at meetings – my behaviour (2)
	communication styles
	recognising the diversity of people and orgs (3)
	nothing like what I expected
	intersection model
	below the line is important
	challenging my understanding of partnership understanding that our PCP is doing well but can always do better
	Bendigo Bank anecdote
	Balance
	Working with people who are different
	outhern Metro Region 1 (34 people, 6 May 2008)
	valuing difference
	discovering purpose
	similarity between PCPs
	use of models seen and used in different settings – applications to partnerships
	mportance of working together – understanding different mix of skills (2)
	value staff opinion – listen to them
	be aware of the way you re reacting (volunteer Whinger etc) (3)
	stable/dynamic possible refocus for groups (2)
	above and below the line-below the line is always worth promoting (5)
	self awareness & understanding that what is said may come across differently to others
	curiosity in conversation (6)
	mportance of people in relationships keeping the human perspective (3)
	not saying "why" – being curious
	tensions discussion
- 1	focus on self – internal v/s supporting external relationships
	mportance of process and real dialogue
	tools and activities
- 1	power of stories

- new enthusiasm in PCP	
- importance of the journey in change management	
- importance of clarifying purpose – always a common starting point	
Southern Metro Region 2 (33 people, 2 June 2008)	
- conversation model (curiosity) – how you converse is critical (7)	
- organisational consciousness (2)	
- finding purpose – strategic intent – what is important to partners (5)	
- we all struggle at times	
- confirmation of the value of genuine partnerships (2)	
- MOUs not necessary to get work done	
- managing internal stakeholders (3)	
- importance of illustrating the abstract with stories (stories really helpful) (2)	
- recognising the strengths of my partners – how to contribute (2)	
- reflection on working partnerships/relationships – importance of building trust ((5)
- stable/dynamic (2)	(0)
- thinking tensions	
- fantastic grip of content – I am inspired again!	
- fresh thoughts/adaptable concepts – stimulating style (3)	
- need to go beyond the formal (2)	
- importance of below the line interactions (2)	
- no models are perfect, some are useful (managing these tensions)	
- go beyond comfort zone	
- volunteer model (2)	
- more of/less of	
- thoughtful day of doing things differently – value of exploration/diversity (2)	
- brain dominance (2)	
- everyone has a story	
- content excellent/ delivery excellent	
Grampians Region 1 (25 people, 12 May 2008)	
- the level of engagement of member agencies	
- intersection of where partnership begins	
- practical examples of theory	
- volunteer model (8)	
- broad group commitment to PCP	
- need to maintain and develop partnerships including creating new ones	
- intersection/conversation model (8)	
- developing shared purpose (4)	
- tell me more	
- models can also relate to my own organisation and my personal life	
- pre-drawer visuals	
- best value	
- all models and it's ok to be relational	
- more working with internal stakeholders	
- above and below the line (2)	
- interesting presenters	
- refreshing approach	
- brain dominance	
- use of posters for models	
- non tangible work is still valid	
- stable/dynamic	
- more/less	
- all of it	
- how interesting partners found workshop and how engaged they were	
 how interesting partners found workshop and how engaged they were can always be challenged from our paradigm lock 	Page 4

Grampians Region 2 (29 people, 13 May 2008)	
- volunteer model (8)	
- brain dominance (5)	
- less of / more of (5)	
- "tell me more" (2)	
 refocus on what's important in developing partnerships 	
 how people interact and their requirements to do so 	
- above and below the line	
- laws of conversation	
- commitment to looking for commonalities - shared purpose (8)	
- 7 levels of consciousness	
- new ways of presenting information- energetic, animated, balanced, interactive	(2)
- openness, energy and understanding that Colin brought	(-)
- partnerships is about relationships (2)	
 less confused about my performance 	
 simple ways to analyse relationships and how to progress them 	
Hume Region 1 (36 people, 15 May 2008)	
- below the line – getting meaning from conversation (5)	
- brain dominance (2)	
- sharing resources by Colin and Marie	
- acknowledgement of the people who have influenced the material	
- recognition for / of need for change	
 how far PCP has come despite the hurdles 	
- clarity and direction	
- volunteer model (5)	
 opportunity for discussion, networking and presentations 	
 art of conversation for building conclusive collaboration (2) 	
- reminder that finding the essential humanness works in all contexts (3)	
- order of creation – review/purpose/method/outcome	
- partnership passion in the room – willingness to share ideas (3)	
models of partnerships/relationships	
- understanding why some partners may not engage as much as others	
- similarities between organisations	
- lots – the use of language in building partnerships	
- very refreshing	
gave me language to form framework – consolidated my personal approach	
- capacity of presenter to engage everyone – no weasel words (3)	
- need to be more open about structure and purpose (2)	
value of networking	
Hume Region 2 (20 people, 16 May 2008)	
- emphasis on shared purpose	
- brain dominance (2)	
 conversations – order of creation - curiosity (4) 	
- less of /more of	
- great stories, loved the whole thing, feel renewed, keen to engage again (2)	
- stimulation on topics -variety of topics (2)	
- challenge to find what w agree on, not what divides us	
- thought provoking	
- transparency can be all about conversing	
- levels of organisational consciousness	
- great networking	
- volunteer model	
- loved the exchange of ideas	
- finding shared purpose	
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together we do better	22 May 2008)
Eastern Metro Region 1 (26 people	
that some ideas I've had about par	therships are well grounded
conversation model (4)	
below the line conversations (3)	ial ta lifa
great presentation - brought mater	Tal to life
think outside the square	0.40
working out how to overcome barri	
	ess information – learning to be more open
importance of stories as tools	$\rho_{\rm cross}(0)$
re-establishment of shared PCP er	
framework for thinking and reflecting	
innovative presentation – looked be	
'best practice' not necessarily the b	•
move away from accountability as	
understanding org culture – accept	se than to strengthen the partnership (2)
	se than to strengthen the partnership (2)
volunteer model (2)	
great content – well presented	
working on internal stakeholders levels of consciousness	
being more connected to number of	of poople and erge
re-engaged with everyday principle	
Eastern Metro Region 2 (22 peopl	
importance of relationships	e, 25 May 2000)
value of below the line work – abov	e and below the line model (3)
how to influence people, starting w	
start from being curious – conversa	
everything – inspiring – thoroughly	
value of relationships and importar	
volunteer model (5)	
notion that best practice can suffor	pate innovation
putting big picture into simple spea	
different perspectives (2)	
making a difference – engagement	and trust are the keys
	od enough" - don't get bogged down (2)
practical examples	ou enough - uon i gel boggeu uown (2)
	P - all want to grow the partnership
more of/less of	$r = a_{\rm H}$ want to grow the partnership
whinging is ok sometimes stable/dynamic	

2. What are the main ideas and reflections you will take away from this workshop?

On a personal level	For your organisation	For your PCP
Gippsland Region 1		
 importance of conversations volunteer model – great lens for assessing communication strategies need to converse more endure balance between 	 need shared 'common ground' before we can move forward identify how we will work with partners – where they sit on volunteer 	 more emphasis managing tensions between stable and dynamic PCP needs an identity and that individuals are

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On a personal level	For your organisation	For your PCP
-		
 stable and dynamic communication, shared experience, appreciative enquiry it's ok to be below the line On the right track to building bridges working informally but purposefully importance of person to person relationship (2) revisited self awareness – personal and professional – where they mix and influence each other don't forget to think about "above the line" step back from "business" and trying to focus on what's really important confirmed who I need to relate to listen more and ask more open ended, less confrontational questions 	 model different approaches to conversation – take more time improve communication across organisation and with the community need to do more than lip service to PCP a willingness to work with PCP but need more input from higher management our strategic direction interface with PCP take time to find out why bridge building as a step to volunteering participation respect where people are at in the "volunteer model" and create real conversations to reach common ground more ideas around effective "but in" where govt initiatives lead to changed practice decided where to focus organisational level 	 part of this identify how we will work with partners – volunteer model to be more active – it can be done all members have something to offer – accountable to PCP process good collaboration with organisation building opportunities for formal conversations so that strategic involvement occurs improving the quality of conversations to enhance partnerships keep the communication open, respectful and find time for fun! how to balance the relationships between stable and dynamic – managing the tension PCP is the method – this will help me define how I participate
	energy - count value of journey	- be more accessible
Cinneland Region?	SUCCESSES	
 Gippsland Region2 balance of technical/formal and emotional value of conversation - importance of self and fellow workers (2) importance of curiosity in questions awareness volunteer model conversations and engaging people (3) value of relationship building (2) using enquiry within conversation/argument will be more relaxed- below the line is ok! communication with my partner – no "why" questions greater personal understanding above and below the line asking and wanting information being a more dynamic 	 networking work at moving people back to volunteer quadrant (2) feedback organisational consciousness (3) getting to know each other as people first need to have this workshop for managers/execs internal relationships are important in building external relationships (2) managing not resolving tensions working below the line – prioritise how to engage people better for outcomes 	 what is out there – ask look for shared intersections/purpose (2) support balancing tensions (2) good relationships exist – will lever off the notion that DHS "get it" moving on in this direction – basically sound (2) purpose and value of partnerships more effort in below the line – informal / formal building stronger relationships through curiosity difference in personalities and working that to advantage work collaboratively with new chair and new exec officer – similar views

On a personal level	For your organisation	For your PCP
leader/manager	r or your organisation	
North and West Metro Region	1 1	
 conversation /convincings (7) below the Line (2) volunteer model – where I am at (3) need for more personal self-reflection prior to analysis of other relationship role and skills involved in facilitation having conversations (2) partnerships are different – different stages and need to be maintained listening – planning to build a bridge one thing to know another to do start afresh 	 all about the difference common style and organisational consciousness finding right balance re resolving tensions (2) levels of organisational consciousness stable/dynamic (3) models and ideas to explore agency level how we need to maintain the leadership role for PCP discuss shared purpose with HP group view partnerships as collaboration rather than opportunities to achieve KPIs finding the middle ground journey evaluation and ways to remain dynamic 	 - respect and care understanding - partners need to focus on same key pathway working below the line enhancing my role on steering committee from all of the models stable/dynamic internal examination of models – does the BNCA work more commitment to the development of partnerships work towards finding the right balance work with management group on clarifying purpose and role of PCP moving to dynamic need to spend time maintaining the partnership – keeping the balance between stable/dynamic discuss shared purpose below the line real conversations less is more
 North and West Metro Region adopting balance between stable and dynamic successful conversations – genuine curiosity (4) furthered my resolve to pursue service to humanity common purpose volunteer model reinforced personal beliefs how to gather information and listen 	 where to place emphasis awareness of personal relationships – building and difference possibilities of effective communication think about how well org operates below the line above and blow line enlightenment strengthen shared vision/purpose 	 keep focussed on flexible use of models balancing stable/dynamic what are real priorities\ how to bring range of people together towards common goal how to work better collaboratively tensions between system demands and getting things done in community network of partners important to achieving goals
Barwon South West Region 1		
 into habitual responses interaction with partners get to know purpose of partners – listen to their point of view (3) better communication/conversing skills (4) managing/not fixing tensions 	 ways of helping partnership develop frameworks we can apply work on partnerships/networks (2) posters/concepts to bring back to work relationships – less paperwork 	 ways in which our org can make better contribution building climate for partnering (3) want to collaborate (2) above and below the line shared purpose (2) different models of

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On a personal level	For your organisation	For your PCP
 increased level of self- 	 laws of conversation – 	structure
awareness and of others(4)	how to engage	 more face to face
- getting in touch with my	management into curious	meetings
passions	conversation (3)	- conversations
- affirmed approaches about	- creative strategies for	 - clarity of purpose – and
working with partners - responsible for own attitude	positive relationships with Barwon Health	be more active - collaboration – seed
- be honest and don't pretend	- clarity around purpose (5)	discussion
- volunteer model (3)	- volunteer model	- take risks and be
- curiosity	- awareness of language	courageous
- love what I do	 org is on right track – 	 intersections – many
- be more open – not looking	shared direction with	opportunity
for quick fixes (2)	PCP	- need to follow up with
 have capacity to catalyse partnerships 	 stop trying to please everyone 	facilitated workshop to continue ideas
- different models and my place	- more talking less e-mail	- establishing good
within them	- being present in	conversations as a
- more ideas	partnership (2)	starting point
- above and below line	- managing tensions (2)	- practice & practice
		conversations
Barwon South West Region 2) – incomplete workshop	
Loddon Mallee Region 1		
- listen more (3)	- partnerships and their	- what is our shared
 looking for shared purpose 	importance	purpose? (4)
and intersection points	- partnerships rely on	- new beginnings
 curiosity – conversations (7) 	shared purpose (3)	 better understanding of
- information sharing	- the tension lens (2)	goals/methods
- greater awareness of driving	- continue relationship	- strengthen relationships
factors (2) - where I am on volunteer model	development (2) - where people are on	(2) - identity
(3)	volunteer grid and how to	- above and below the line
- valuing current contributions	move them through (6)	- inclusion/exclusion (2)
- build relationships (2)	- embracing differences (2)	- developing the right
- more tolerance for	- reflect on approach my	working relationships
 whingers- bring them to 	team takes	- untapped potential of our
volunteer	- understanding those who	PC
- review approach – remember	are "stuck'	- greater inclusiveness/
feelings - better communication	 stable/dynamic management also need 	grater collaboration (2) - share more personal
- brain dominance	to participate in building	information to build
- enjoyed presentation	relationships	relationship
- how I personally work and how	- build relationships (2)	- be more involved
other partners work	- will stay a red and	- clearer indications for
- value current contribution	listen/empathise with my	PCP
- will stay red and	team	- raise profile of other non-
listen/empathise with my wife - start with common facts	- Better personal	health services – be
- start with common facts - customers second, staff first	understanding - need to value the present	more dynamic (2) - will be the PCP contact
- use models everyday	- more inclusive language	now
- below the line before above		
the line		
Loddon Mallee Region 2		
- communication	- volunteer model	- develop our partnership -
strategies/styles (2)	 resolving some internal 	find shared purpose (4)
 developing trust relationships should have highest priority 	contradictions ensure awareness of PCP (2)	 commitment in involvement
	nening Partnerships Workshop Ev	

On a personal level	For your organisation	For your PCP
On a personal level (4) Importance of good transparent communication need to be truly curious (2) volunteer model – great tool for reflection – have a bunch of questions to ask myself (5) facilitators very empowering treat someone not as you would like to be treated but as they would like/need to be treated (2) ways of listening which open up rather than shut down –' tell me more' (4) shift in way of work preferred my style of management (green) convincing/conversing/curiosity (3) rethink some of my approaches to staff be more open to people be more aware of where others 'sit' use this information at home self-awareness question my motives constantly be aware that people are not at the same place as me thinking before speaking come from sameness angle new methods of communication – ways to initiate change I'm red and it works for me Self assessment – above the line, below the line Balance is achievable Trust is precious, easily lost and hard to restore	 For your organisation focus on purpose balance between stable and dynamic be positive about other organisations professionalism assess and further build existing partnerships – useful for one in particular thinking about where people might be in the change process dynamic focus below the line (2) need to get true internal messages consistent (2) how my style of management impacts on my workplace how our organisation can do things differently rather than expecting others to change (2) rethink my approach and strengthen within our organisation (2) healthy partnership behaviour staff are number 1 work more openly with other departments find more time to commit identify areas where our organisation can focus to achieve even better outcomes (2) reduce focus on 'best practice' and increase focus on common goal to 'make a difference' reduce the question 'why' levels of organisational consciousness effective methods to move conversations forward (2) leadership for customer service be selfless to be curious purpose, method, outcome reach for continual renewal and learning need blue people as well as red organisation mirrors PCP relationships 	 For your PCP cooperation depends on people keep up the good work collaborating from our broad shared vision below the line work (3) we're not doing too badly making alliances work – dynamics identify partner agencies and consult internal stakeholder / partnerships encourage trust and openness ask questions of subcommittees through an exceptional PCP, push the dynamic expanding partnerships, celebrating successes explore balance keep volunteers engaged even if they are in whinger or prisoner increasing the partnership through conversation place more emphasis on building relationships (2) volunteer model – how responses affect PCP work we are on the right track finding right linkages VIP cross agency communication and dealing with resistance trust – ask the right questions listen, be generous – strive to make it work intersection model and common ground celebrate the dynamic and recognise the methods talk more above the line have more contact a long way to go



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On a personal level	For your organisation	For your PCP
Southern Metro Region 1	- or your organisation	
 why do questions need to start with "why" (2) need to build relationships (2) improve conversation methods curious (6) great to talk to people not just org reps made connection with colleagues – be aware of me (3) reaffirmation of me brain dominance implications (2) below the line conversations (2) refreshing point of view awareness affirming self-awareness I am typical! 	 value of the road, not just the outcome need to listen to staff more use learning in work take time to be interested in each member in my team (3) further insight to purpose of PCP – challenges for us PCP is method better org understanding curiosity shared purpose (2) volunteer model (3) being more dynamic we are asking the right questions focussing on process using the simple elements to ensure commitment to PCP and my org (2) understand strengths realise effects of our words 	 common good – all parts share the purpose - PCP is method and a tool for common good (2) will come to the table with a more genuine attempt to build partnerships – voluntary effort (3) strong partners lead to a vibrant PCP discuss full role of PCP similar issues for reps is reassuring – look at support strategies good org of day find connection below the line (2) find common purpose (3) importance of open communication ongoing learning, discussions to understand role and purpose find alternative ways of doing things brain dominance implications for PCP capitalise on our strengths
Southern Metro Region 2		Strengths
 Southern Metro Region 2 think about purpose why I respond and do things the way I do – it's ok to be me I'm doing ok with this stuff step back and engage on a personal level reflection be more curious in conversation and really find intersection (11) volunteer model implications (2) keep in touch with what motivates me use volunteer model flexibly level of congruence between "me" and work as a method people are ready for change reflect on personality styles build relationships- move out of my comfort zone open mindedness / flexibility consult and converse – don't get too focussed on 'less of' how I work in partnership and how I motivate others 	 where culture is organisationally more networking organisation is pretty healthy, but more work on and in it organisational consciousness (2) different individuals contribute different things shared purpose (2) ok to focus on relationships not just MOUs focus on internal stakeholders – position of respect (3) move out of internal focus level building partnerships with balance between formal (dynamic) look anew at meaning of 'best practice' above and below the line 	 relationship building, listening (2) review the way we work together need to balance the stable and dynamic first timer, so glad to join – will continue connection revisit purpose (6) focus on more than just planning volunteer model levels of consciousness now speak common language and shared conceptual change the paradigm – develop real partnerships base increase collaboration actively participate very new – finding out more how we can do better how to move to dynamic end more – how to add

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On a personal level	For your organisation	For your PCP
 need to be more aware of personal space I am in and be more constructive 	 value 'difference' as a positive opportunity (3) follow up links – enhance the work we do together dynamic nature of developing partnerships how I work in partnership and how I motivate others better understanding of personality types my place within a team environment and the contribution I make 	'yellow' - importance of partenrships
Grampians Region 1	· · ·	
 listening, enquiring not judging (5) using more curiosity in questions (5) my impact on others volunteer model (3) need to articulate my own purpose "tell me more" rather than "why" intersection – look for it (3) all models are dynamic and you can move within them above and below the line I value self-awareness be prepared to show my vision fight fair in arguments conversing is not a waste of time pen communication (2) shared interests have big impact 	 structure around dynamics curiosity (2) volunteer matrix (2) Barrett's work (consciousness model) (2) powerful conversations above and below the line have some great tools for leadership need to be comfortable to step over the line to "above" affirmation of my approach seek better interaction with parent body manage internal stakeholders and be more aware of org readiness to participate (3) work below the line (3) be more flexible and communicate better (2) negotiation skills will be useful be more aware of how our people interact with other orgs 	 improved communication with partners (2) how I participate more actively my work is already on track improve management skills for use with PCP more need to connect with CEO level revisit common purpose (8) values of PCP as relationship builder will be more involved and think more about how PCPs can be used (2) be more aware of intentionally and strategically selecting partners keep PCP informed of what we are doing openness to new collaboration
Grampians Region 2		
 treat people the way they need/want to be treated need to listen and discuss more focus on shared purpose validating that what I do each day is worthwhile (3) complexity of relationships and need for conversations reflect on practice esp stable/dynamic curious questions (3) 	 assess and build some existing partnerships – useful for one particular partnership it's ok to talk without achieving a tangible outcome org stories are important – need to build more networking helps maintain direction using information to help 	 there are different ways of achieving desired outcomes fantastic – will be working with orgs in an effective sense capacity building create opportunities for conversations with a clear shared purpose value differences more – listen, reflect, be more

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On a personal level	For your organisation	For your PCP
 On a personal level idea that partnership is not tangible, but still worthwhile will be more conscious change management is chaotic and not linear less convincing – more conversation volunteer model (4) resist "clever" statements brain dominance need to hold back more to be a persuasive person try to understand other person's purpose I can understand better where other people are coming from be more aware of where others are at my skills and who I am is relevant to how I work 	 For your organisation by team more of /less of look for opportunities to share ideas and resources different ways of working neither being right or wrong, just difference how do we fit in 7 levels of consciousness some specific tasks, getting the timing right allowing time for conversations (2) relationships and expectations of other agencies will help with a framework to help meeting development above/below the line (3) volunteer model (3) brain dominance understand perspective of co-workers wide range of personalities will eventually make us more successful good people can create great things apply models to help shape culture 	 For your PCP curious start from common ground and talk & develop strategies from these (2) need to develop individual and organisational courage and willingness to engage in meaningful conversations (2) how to work with orgs that are not comfortable with paradox/tensions rethink our meetings approach building relationships & passing on ideas (2) all great for partnerships make more time for meetings – be involved (2) work less on structure more on collaborative behaviour need to identify common purpose will apply tools from today – thank you more energy will validate to my org why I am involved think more about
	structure; needs to be role clarity	
Hume Region 1	- need to lighten up a little	
 convincing /conversing/listening (6) have read the right books be more aware of ways to encourage others to take ownership learnings that I can implement on right track with my approach brain dominance (2) good to spend time with colleagues volunteer model renew commitment to both PCPs what I bring to partnerships be vigilant and curious (6) new approach to engaging staff in change need for courage to 	 Intersection concept (2) link the bits hardest part is the invisible part willingness is important starting point continue to be a learning organisation with those who have capacity to lead support team I manage need to capture ideas and possibilities better through our structure strengthen relationship through means not ends respecting different approaches of colleagues will help to building relationships 	 dynamic thinking (5) vision/purpose (4) need for partnership – opportunity to share and for dissent seeing light at end of the tunnel ideas for the platform in which I'm involved and the future of the PCP spend more time in dynamic end progress is being made renewed energy to support and contribute (4) do some work on our partnering be positive, provide input need for BTL

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On a personal level	For your organisation	For your PCP
 communicate below the line everyone regardless of brain preference needs to be heard and respect humanity – core focus bring more humanity to e-mails a lot of positive stuff I can relate to – I think I am a good person! 	 what sort of partner am I? discuss my positive experience with my boss how I can improve? how we can be more innovative about what we offer – be a real partner (2) be adventurous share learnings with my team importance of below the line framework to support PCP relationship of humanity to health be aware of my e-mail 	 engagement with agencies and those who are not yet partners realisation that partnerships are not negative and the other party is not out to get you!
Hume Region 2		
 have influence and energy to build relationships working relationships volunteer model (2) whinger/prisoner find shared purpose put myself in other people's shoes (2) others think similarly good reflection on how I can best contribute to PCP be more curious brain dominance conversing as a tool (2) how my emotions effect the partnership 	 many ideas resonate at a management level find shared purpose love my creativity and know my org needs me! make more personal contact with partners keep on keeping on – we are on the right path (2) volunteer model (2) balance of task v/s flexible response great networking (2) become involved 	 workshop will reinvigorate PCP find shared purpose (3) encourage and support partners to be in "volunteer" (2) reinvigorate enthusiasm for PCP be a supporter (3) keen to see next step no partnership problems just lack of direction from DHS wear my PCP hat more often
Eastern Metro Region 1		
 reminder of talents and skills I bring conversation skills (4) keep going connect with people more let my authentic person come through volunteers model more insight into people path to nirvana is not linear identify shared purpose 	 that our org has important role to play volunteer model listen more/foster relationships keep going courage to do our work innovatively volunteer model improve communication with community agencies stable/dynamic (2) 	 develop shared purpose (2) embrace differences all of us keep going volunteer model and purposeful networking complexity of partnership agenda look for opportunities to bring people to volunteer increase below the line conversations
Eastern Metro Region 2		
 variety and balance keep trying thinking more about conversations (2) volunteer model (3) be more curious/ intersection point (4) brain dominance – remembering this in family 	 variety and balance getting internal functions working well networking and relating to staff volunteer model (3) brain dominance curiosity v/s certainty/convincing (4) 	 variety and balance having conversations value of relationships in partnerships volunteer model be more curious talking below the line taking the big picture and drilling down
	nening Partnerships Workshop Eva	

On a personal level	For your organisation	For your PCP
 situation time to have some conversations (2) where do I put my focus?process, data, ideas, relationships relationships consider tools in open way how I can individually apply heading in the right direction – feel validated, thanks what I do instinctively now is ground in reality more of/less of how this impacts on people in my private life 	 time for us to work outside and collaborate more stop asking staff 'why' and start saying 'tell me more' where do I put my focus?process, data, ideas, relationships relationships value all members bring how to keep innovative within bureaucracy how to keep innovative within bureaucracy how we can do better as an organisation find intersections finding balance between 'placing more emphasis on'and corporate accountabilities less emphasis on written/formal and more on creativity and relationships 	 bring PCP into more of our day to day activities trust basis of partnership development shared purpose (2) relationships continual progress of work of PCP potential for better partnerships more opportunities like this! new to group – today was great networking opportunity more emphasis on thinking outside the square – bring fresh thinking into relationships on which we have all built fromtrust

3. Please rate the likelihood that you will you put some of your learning from today into practice on a scale of 1 (low) to 10 (high)

Comments

Gippsland Region 1

Average = 8.6, highest = 10, lowest = 7

- Information will be a wonderful resource
- Finding common ground for projects
- Informal conversation (corridor conversations) are really important
- Most interesting and worthwhile workshop I have ever done. Colin's facilitation style is the best I have experienced
- Finding a balance is always difficult, but will attempt to ensure learning is utilised

Gippsland Region 2

Average score = 8.9 highest =10 lowest =7

- speaker excellent/interesting
- refreshing, great workshop, informative (4)
- some easy to use methods and clues (2)
- best workshop really needed more local DHS reps
- great presenter/s good visual aids and examples to explain situations
- thanks for really excellent day

North & West Metro Region 1

Average score 7.6 highest =9 lowest = 5

Self reflection re "care" focus rather than task

-	Great thanks
-	Informative day – one i will reflect on in all aspects of my life
	Some stories went on too long – drifted off
-	
-	
	Having more chance to work through issues would have been useful
	and West Metro Region 2
Avera	ge score = 8.4 highest – 10 lowest = 7
-	This and conference from previous week have allowed me to reflect and
	focus on different things
-	Would be great too inform justice/police of these concepts
-	
	Content all very relevant and usable
Barwo	on South West Region 1
Avera	ge score = 8.8 highest = 10 Lowest = 7
- I	Refreshing presentation, stimulating – can use it! (6)
	Valuable and enjoyable day – really enjoyed Colin and energy (5)
-	
-	Stay tuned – yellow girl, big ideas, no follow through
-	Enjoyed conversation exercise – beginning relationships with new contacts
	(2)
-	I am full of enthusiasm – hope I can convey to others
-	Great food
-	Very different material and process -valuable and exciting (2)
	on South West Region 2 - incomplete
Darwy	on ooun west negion z - incomplete
	on Mallee Region 1
Avera	ge Score = 8.8 Highest = 10 Lowest = 7
-	Excellent workshop – dynamic, stimulating, fun – no power-point! (6)
-	Great stories/illustrations - practical
-	Excellent workbook
	"Tell me more about"
-	
-	All good/very good – Colin kept us interested all day (4)
-	Great day – excellent insights – good food
-	Great tools for the workplace
-	Thank you
-	One of the best personal/professional development days I have attended
-	I will put strategies and understanding into play
Lodd	on Mallee Region 2
Avera	ge score = 8.6 highest 10 lowest = 5
-	Excellent opportunity to reflect on current partnerships and ways to improve
	them
-	Statewide Capacity Building project needs to be introduced to Koori
	communities in LMR
-	Thanks for interactive approach
	Great workshop, light but deep messages, thanks (4)
-	
-	Volunteer model
-	Making the connection
-	Really liked Colin's energy and capacity to draw on real examples
-	Will use in both personal and professional
I _	
-	very dood day – well presented – some droubs needed more direction on
_	Very good day – well presented – some groups needed more direction on activities especially in the morning- more structure
	very good day – well presented – some groups needed more direction on activities especially in the morning- more structure

-	Probably at least 3 areas that can be implemented straight away
-	Great tools, ideas, practical applications
-	Curiosity questions
-	Will revise documentation ASAP
-	Excellent facilitation – I wondered how they would bring it together – it was
	great and I think they achieved their goal
-	Excellent workshop – increased thinking around how partnerships may not
	work if you are not open in own conversations
-	Always good to be reminded on negative/positive behaviour
-	Brilliant – entertaining as well
South	ern Metro Region 1
Avera	ge Score = 8.7 Highest = 10 Lowest = 7
	Eamiliar models but given freeb contact and interpretation
-	Familiar models but given fresh context and interpretation
-	Reinforced value of Colin's approach
-	Showing an interest in others is easy and natural thing for me – now validated
	as a strategy to get PCP work happening Came at a great time for me personally – feel good about myself
-	Maybe talked at a bit too much – would like to have more
-	Time to explore implications for partnerships and making them work (2)
-	Thank you – engaging session – loved it (4)
-	Awareness affirming – common sense approach (2)
-	Already noted actions for next management committee meeting
_	Great to lean different strategies for meaningful interaction – most useful as a
_	team leader (2)
South	ern Metro Region 2
	= 8.5 highest $= 10$ lowest $= 6$
00010	
-	Enjoyable interesting day, excellent presentation, thought provoking (7)
_	Valuable insights and useful content (2)
-	Good refresher
-	Great to hear practical examples from outside health and community services
-	Facilitators were great, very knowledgeable and professional, top quality,
	thanks
-	Useful and challenging in terms of cognition and process
-	I will review my ways of conversing with colleagues and partners
-	Use fo materials to engage staff in partnership building
-	Content illuminating and appreciated the way the workshop was run
-	Interesting to hear how a PCP grapples with some issues that were raised
	(DHS)
-	Thanks for fun learning experience
Gram	pians Region 1
	ge score = 8.8 Highest = 10 Lowest = 7
	-
-	great thanks
-	excellent personal learning
-	will discuss with staff
-	workshop was fabulous, thank you (2)
-	will definitely modify my use of language in relation to curiosity
-	great presentations with great examples (2)
-	would like to hear from Marie to help break up day
-	easier to implement on personal level than organisational level
-	will implement a number of aspects into my practice
-	presentation was outstanding –good illustrative examples (2)
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-	best I've been to
-	very useful – loved the visuals and I will use them
-	really enjoyable and challenging, but not confronting
_	great day well spent
	great day wen opent
Gram	pians Region 2
	ge Score = 8.9 Highest = 10 Lowest = 7
////	$\frac{1}{2} = 0.0 \text{Highest} = 10 \text{Lowest} = 7$
_	Thanks, well run workshop – balance of fun activities, discussion, listening (5)
	Wonderful uplifting session, feel invigorated – will be less urgency addicted
_	
	(2) Thanks for enlightening day (2)
-	0 0,00
-	Does one ever stop learning? Hope not
-	Will discuss concepts with my managers at planning day in 2 weeks esp
	intersection model
-	Practical with feeling
-	Great facilitator –thank you for doing what you do (3)
-	Wonderful learnt a lot about myself and others
-	l will try!
-	Nothing new, but re-energised and affirmed – sincere thanks
	Region 1
Avera	ge Score = 8.6 Highest = 10 Lowest = 6
-	Relevant to the LLEN as we <u>only</u> work in partnership
-	Great work, great presentation, thought provoking (9)
-	Thank you for breadth of ideas, models and experience
-	Resources will be used in own meetings
-	Will encourage our PCP to do some reflection on who we are and who we
	want to be
-	Fantastic, loved the day thanks! Good to revisit and reshape (2)
-	
-	One of the best sessions for a long time
-	Great reinforcement
Hume	Region 2
	e = 8.2 Highest = 10 Lowest = 6
-	Ideas are useful across all areas of work
-	Great day – i as spellbound – lots of laughing
_	Will tip balance to placing more emphasis on
-	Well done – congratulations to pcp and dhs for putting day on
-	Great realistic comments
_	Will print posters and put them at work
	As stimulated, including by other participants
_	Information critical fro our long term future
- Easta	rn Metro Region 1
	ge Score = 8.0 Highest = 10 Lowest = 6
Aveia	y = 0 = 0 = 0 = 0 = 10 = 10 = 0
	Simple clear models - key messages great (no new provint - great)
-	Simple clear models – key messages great (no powerpoint – great)
-	Able to see how to work through blockers to partnership building
-	Thank you so much – you have expanded my thinking on a personal and
	professional level (2)
-	Reminder about being courageous & break out of the box
-	Expand areas that are not a personal strength
-	Interesting and well presented – explanation through experience great
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- Need to reflect on this PCP/DHS need to keep this on the agenda and push organisations to continue dialogue Planned session for senior staff in a week to discuss Presenter was excellent, great examples and great humour Stories took a little long and reduced the time for interaction with participants There is a lot I intend to try, especially curious questioning Fantastic overview - so much to learn and implement - good insights and quick approaches to start – need more follow up sessions (2) Quality of presentations was excellent Eastern Metro Region 2 Average Score = 8.7 Highest = 10 Lowest = 7 Fantastic facilitation – engaging and empowering Barriers to giving it a 10 is communicating these ideas and the expectation to be professional and adapt high level concepts - however, excellent workshop and can apply to any level Would like to implement most of it, but requires input from the rest of the team Thoroughly enjoyed it - and it was Friday! Facilitating conversations that are safe and transformational rather than defensive and justifying
 - Not only entertaining and therefore creating a learning environment but many opportunities to interact - stories are always valuable
 - Great workshop engaging and most helpful thank you

4. If there was a follow up session, what are one or two things you would like to focus on?

Gippsland Region 1 Like to have same experience **Organisational Consciousness** Convincing/conversing Better, more effective communication Collaborating with different sectors Managing challenging colleagues -Reviewing aspects of the plan (work practices) to reflect what we learnt today Putting theory into practice- how to turn relationships into agreed actions Partnerships and change management (3) Focus on who are prisoners and survivors – conversations for common ground How to find ways for PCP being method - what does this look like? Rectifying negative stances within partnerships Stories of change in health Volunteer model & effective strategies for conversations within quadrants What have we done since last time - challenges faced **Gippsland Region 2** format was good networking having all PCP members attend support for strategic planning with the partnership more of the same - especially volunteer model ways to help large group find a common purpose/vision (3) PCP Strengthening Partnerships Workshop Evaluation

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-	applications of concepts with performance management (reward/ recognition)
-	practice in getting to intersection first
_	building trust
_	ways to place more emphasis on less formal
	techniques for breaking down resistance
-	
-	levels of organisational consciousness
-	practical meetings
-	change management & team building –although some of today covered this
North	and West Metro Region 1
-	more on effective conversation – thanks it was great story time
-	being with whole strategic partnership of my group of my PCP - progressing
	our specific PCP
_	strategies other than those learned today – case studies – 1 example in depth
_	look at ways of enhancing implementation of some of the models (2)
_	
-	partnership development
-	capturing/documenting the journey process
-	how to engage partners in the dynamic and move to Volunteer
-	Did it work? Ie take away messages – did I put this into practice – did I need
	to change the way I work? (2)
-	Strategies for moving stuck partnerships forward – more of the same applied
	to specific issues – thanks great day, inspirational
_	
North	and West Metro Region 2
	Organisational consciousness (4)
_	5
-	Ways to get balance right – issues of trust v/s accountability
-	Convincing/conversing
-	Managing tensions
-	Drawing people into process through conversation – sense of ownership
-	More of today - take to greater depth
-	Practical discussion with my partners about application
-	Brain dominance (missed out in this workshop)
Barw	on South West Region 1
-	conflict resolution between agencies where territorialism exists
-	negotiating with big and small orgs
-	applying concepts within the funding/compliance/regulating framework
	identifying synergies between agencies
-	
-	purpose of PCP (3)
-	how to shift partners/staff from "prisoner" to "volunteer" (2)
-	found all useful – would like more time to explore
-	PCP should establish groupings around projects such as aged care, active
	service models, e-referral etc
-	Would like to do this in my organisation
-	Communication & language strategies
-	Resolving tensions – implications
_	Practicalities of getting connected
-	
-	Encouraging risk taking and courage
-	Collaborative models that work eg youth sector
-	Method/process that enables partnerships to happen – eg Open Space
-	Next steps (2)
-	Internal org dynamics
-	Ways to connect with people from other colours (brain dominance model)
_	Understanding of fluid nature of our communities – cross org capacity to meet
	them
<u> </u>	
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Barwo	on South West Region 2 - incomplete
	on Mallee Region 1
-	Organisational purpose
-	Strategies or tools to use as "ice breakers" so partnerships can be more
_	receptive
-	Method, purpose, outcomes (2)
-	Organisational consciousness (2)
-	PCPs and DHS – how to connect reality with these learnings
-	PCP is the method not the outcome
-	Maintaining the impetus for ongoing PCP development
-	Making the connection
-	Above the line/below the line
-	The conversation part
-	The volunteer model – influencing factors and strategies to enable people to
	stay in "volunteer" (5)
-	Conflict management and engagement/motivation in times of
	pressure/demand
-	How strength based approaches compliment these processes and partnering
-	Broadening our attendance to include middle managers
-	Leadership/team management
-	More understanding of personality – loved the colour theme (2)
-	Working with different generations – baby boomers, gen x & gen y
-	What is the PCP – dynamics of pcp and our community
-	Personalities and working with people
-	Less documentation – speeches/conversation before paperwork
-	Laws of conversation/negotiation
-	Template for partnership agreement
-	Facilitating change in others
Loddo	on Mallee Region 2
-	PCP remains a conceptual abstraction for many – this needs to be addressed
	in any future planning from DHS within this sector
-	How to communicate well in order to maximise engagement, minimise conflict
-	Organisational Consciousness (4)
-	Introduce workshop to Koori communities – very empowering and respecting
	of human beings
-	Best done with specific partners at the table
-	Would like more people from my organisation/consortium to be here – take to
	specific organisations (2)
-	'More emphasis' – developing the right working relationship and enabling
	collaborative behaviour
-	Strategies to implement effective 'below the line' engagement in staff and
	partners (2)
-	How to celebrate success
-	More collaborative discussion opportunities
_	Organisations' internal relationships
-	Recognition of individual partners v/s partnerships – how to better link
-	How do base grade staff begin to influence the 'above the line' from
_	management
	Volunteer model
-	
-	Find common ground to start conversations
-	Understanding purpose of different groups within PCP
-	More of the same – expanding further on today's presentation
-	Individual PCP work and how this could progress to Increase partnerships
	Interested in interpersonal relationship side of work
-	

-	More behavioural models
-	Engaging people to make a difference
-	Dynamic end of things – good at stable but health by nature is not good at
	dynamic – to much plan plan plan!
-	Creative conversations and questioning (2)
-	Further workshopping with PCP – 'how" – but we can do this ourselves (2)
-	How to be more yellow if you are blue
-	,
South	ern Metro Region 1
-	Work with PCP on defining purpose and how to achieve them (4)
-	More PCP examples for the strategies presented
_	Want to take messages back to my org
_	How to handle conflict in purpose
-	Tensions – collaborative learning/working
-	Communication
-	More condensed into workplan outcomes application
-	Leadership skills and getting CEO support – making PCP core business
-	Thanks Colin and Marie for a great day
-	Not sure but would definitely come!
-	Change management within change fatigue
-	Knowing when to stop and consolidate
-	How well did we apply our learnings
-	Moving people through phases
-	Strategies for bridge building
-	Capitalising on other people's leadership
-	How to keep brainstorming focused – acknowledge everyone without talking
	rubbish!
-	Fantastic workshop – best I've been to recently - thanks
South	nern Metro Region 2
-	How PCPs progress after today
-	Relationship building within the network
-	Examples of great work
-	Time to put learnings into a PCP action purpose/visioning (3)
-	Keeping partnerships alive and functioning (2)
-	Identifying purpose and method
-	How to shift an organisation/partnership into volunteer mode
_	Practical implementation of these ideas/concepts
-	Interactions/use of power in partnerships
-	Knowledge management transfer
-	Work with specific PCPs on developing on the ground partnerships (2)
-	Overcoming obstacles
-	Skill based development on being curious
-	Organisational consciousness
-	Stable/dynamic interface of partnership building
Gram	pians Region 1
-	7 levels of consciousness (5)
-	Great workshop – interesting and engaging presentation (2)
-	Managing the tensions – finding the right balance
-	More about using above the line skills – how to feel confident when talking
	with people "above the line"
-	Thank you for stimulating and thought provoking day
-	Curious conversations (2)
-	A little too anecdotal, but there were some unexpected and interesting
	revelations
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-	Fabulous – thank you
-	Targeting partners who are not engaged in partnership work
-	Shifting people from prisoner to volunteer (2)
-	All valuable
-	Would like to have this in our organisation (2)
-	Team work, working through grievances
-	Shared purpose
-	Partnerships being deeper than org gain
-	Recap / refresh the lot
-	Stable/dynamic relationships/tensions
-	Developing shared vision
Gram	pians Region 2
-	best done with specific partners
-	moving people from whinger to volunteer
-	stories
-	how to find positive in negative situations
-	at PCP level putting items into practice (2)
-	Great workshop – we are just at the start
	art of conversing
-	Managing not resolving the tensions
-	Developing courage
-	Organisational health
-	Terrific thank you would be interested in follow up workshops
-	Relationships strengthening
-	Convincing/conversing – would like more of this (2)
-	Below the line
-	Building relationships with difficult/disagreeable relationships/different
	personality types (3)
-	Strategies to deal with whinger/survivors (3)
-	How to put ideas into practice
-	Organisational consciousness
-	Working with large and rigid organisations – to help them become more
	flexible and work with community
-	How to integrate the learning
-	Community development – giving your community a real voice in your
	organisation
Hume	e Region 1
-	Have other sectors attend – DPI, Education etc (2)
-	Planning – dynamic zone (3)
-	Partnerships and visioning
-	Partnerships with private sector
-	Language around brining people to the intersection (3)
-	Questions and language
-	More volunteer model (2)
-	Organisational change
-	More time on PCP dilemmas
-	Would like to have this delivered to each major organisation for all staff
-	What is the future of pcps
-	More specifically on future focus of PCP in UH
_	Purpose – define it, focus it achieve it (3)
_	What's working in other PCPs and what doesn't
_	Review PCP structure
_	Humanity
_	More of the same – stable/dynamic
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-	PCP specific workshop – learning from today			
-	Managing personalities that don't want to be engaged			
Hume	Hume Region 2			
-	Application of models to our PCP – learning activity (3)			
-	Emphasis on positives of PCP – its ok to partner at different ends of			
	stable/dynamic			
-	Fine line between doing "with" and doing it "for"			
-	We've done the brainstorming – we now what we want – now we need to			
	build the team, set the goals, stay on track and make it happen			
-	Nitty grittys			
-	Continue with change management			
-	Shared purpose (2)			
-	Volunteer model			
-	Curious/certain			
-	How we get word out re PCP and its purpose			
-	Would be good to have this session followed by forum meeting			
-	Current PCP gains of PCPs and future goals			
-	Conversation model			
-	Managing partnerships/engaging people/keeping momentum going			
Easte	rn Metro Region 1			
-	Applying models to some live partnership case studies (3)			
-	How to incorporate the dynamic into the stable (2)			
-	Breaking down defensiveness/managing conflict (2)			
-	Using the expertise/knowledge in a functional working group			
-	Organisational consciousness (3)			
-	Identifying partner issues of engagement			
-	Identifying shared purpose			
-	More on rules for 'below the line' conversations			
-	Future structures			
-	Strategies around making a difference - greater drilling down			
-	Moving people into 'volunteer'			
-	Putting into practice (2)			
Easte	rn Metro Region 2			
-	Managing conflicts between compliance with' above the line' compliance and			
	'below the line' action (2)			
-	Shared purpose			
-	Developing positive relationships			
-	Engaging people with different thinking preferences			
-	Conversing/convincing			
-	Future PCP processes			
-	Practical exploration of organisational consciousness (2)			
-	How strategies can be implemented in work teams			
-	Would like workshop taken on the road – would love my staff to have the			
	experience			
-	More relating to consumer experience			
-	Building dynamic relationships/ organisations			
-	More of/less of			