



Worksheet 4a.A1

Competency: Partnering—Agency Eco Map

Identify your agency's community partners and the relationships with each. Note hot spots, bright spots, and missing relationships.

Hot spots are the sources of pressure that take up much of your time and energy. These may be sources of needed pressure to change, e.g., advocacy groups and spokespeople. The goal here is to figure out how to mobilize that pressure for change. Or the hot spots may be relationships requiring a great deal of work.

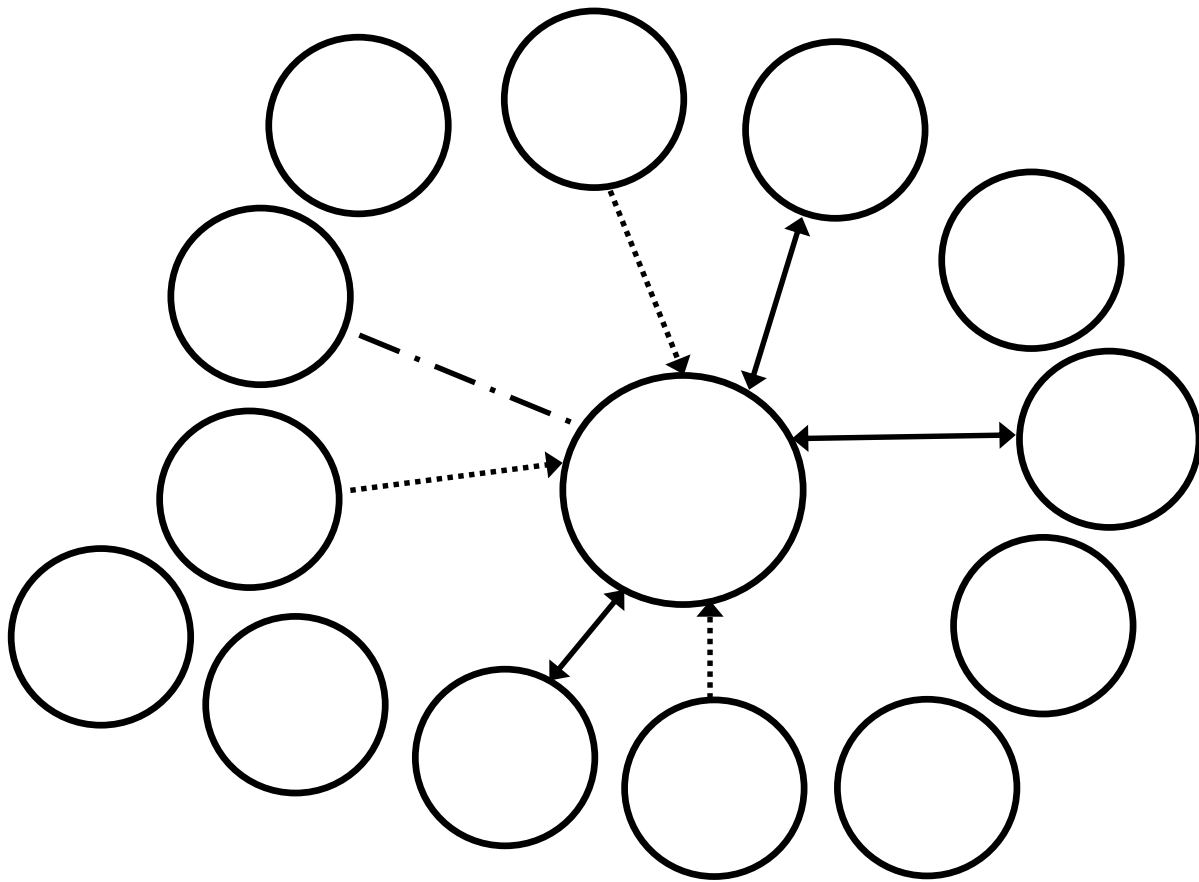
Bright spots are sources of positive energy where things work, people talk to each other, and services and programs are coordinated in a way that makes a difference to clients or colleagues.

Missing relationships simply are not there; that is, they are neither positive nor negative, but just do not exist.



Table of
Contents

Eco Map



LEGEND	
	Strong relationships, funds, energy, goodwill flow here (arrows show whether one-way or reciprocal).
	Weak relationship, characterized by no or low communication.
	Stressful relationship, characterized by conflict.
(No line at all)	Relationship missing, no communication at all.