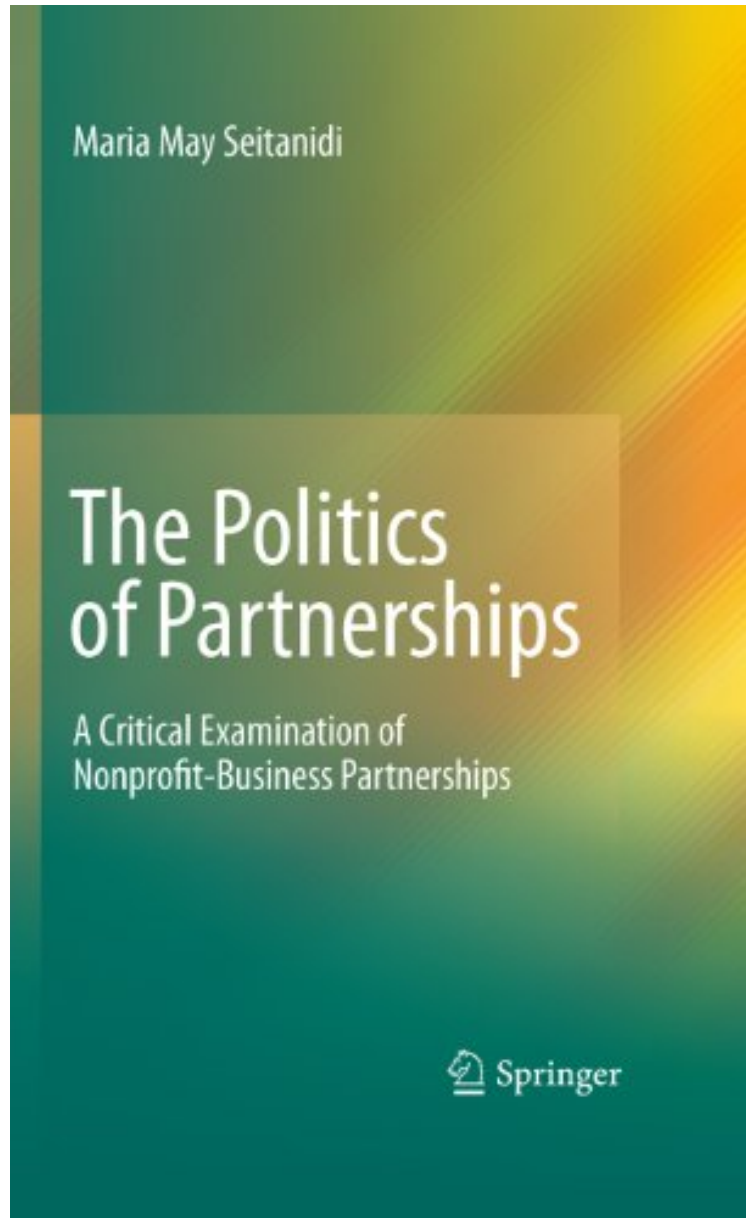


The Politics of Partnerships: A Critical Examination of Nonprofit-Business Partnerships

Maria May Seitanidi

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Maria May Seitanidi : The Politics of Partnerships: A Critical Examination of Nonprofit-Business Partnerships before purchasing it in order to gage whether or not it would be worth my time, and all praised The Politics of Partnerships: A Critical Examination of Nonprofit-Business Partnerships:

3 of 3 people found the following review helpful. A highly recommended study of cross sector partnershipsBy M. D.

This book provides a very useful and timely framework for analysing the challenges facing both Non-Profit and Business organisations when they collaborate to achieve 'social goods' such as more sustainable forms of mining as described in the central case study studied within the book: the partnership between Rio Tinto and Earthwatch an environmental non-profit organisation. The Politics of Partnerships provides three contributions which will be of great interest to academics and postgraduate students within the area of organisational studies and partnerships: 1) the book provides a processual approach which analyses partnerships between different organisational sectors in relation to formation-implementation and outcomes. 2) the role of conflict in these partnerships is examined in relation to its functionality and organisational change 3) the book contains a rich amount of empirical evidence and two in depth case studies which are related to the theoretical approach employed throughout the book. I would highly recommend this book for anyone interested in the increasingly important area of cross-sector partnerships, academics, students and practitioners.

In the late 1990s the idea of cross-sector collaborations was relatively new in Europe. The term 'partnerships' was employed primarily to refer to partnerships between government and businesses, usually termed PPP (Public Private Partnerships). On the other hand 'strategic alliances' was the term employed for business-to-business partnerships. Until then 'sponsorships' was the most practised associational form between nonprofit organisations (NPOs) and businesses (BUSs), which was included within the broad area of corporate community involvement. The relations between NPOs and BUSs witnessed a gradual intensification over the last 200 years (Gray 1989; Young 1999; Austin 2000; Googins and Rochlin 2000) resulting in increased interactions within both the philanthropic and transitional types of relationships (Seitanidi and Ryan 2007). However, the more recent gradual prominence of the concept of corporate social responsibility (CSR) within all sectors of society elicited an intensification of the debate with regard to the responsibilities of each sector in addressing environmental and social issues. In effect, CSR contributed to the increase of the interactions across the sectors and propelled NPO-BUS Partnerships (a type of social partnership) as a key mechanism for corporations to delve into a process of engaging with NPOs in order to improve their business practices by contributing their resources to address social issues (Heap 1998; Mohiddin 1998; Fowler 2000; Googins and Rochlin 2000; Mancuso Brehm 2001; Drew 2003; Hemphill and Vonortas 2003).

Based on an extensive literature study of partnerships, she particularly analyses partnerships between nonprofit organisations (NPOs) and businesses (BUSs). The rich in-depth case studies, well-framed in the strands of literature on partnerships, combined with the proposition of a holistic framework, reveal a lot of the complexities of partnerships. The book provides much food for thought on businesses improving their corporate social responsibility through cooperation with nongovernmental organisations and the organisational consequences for the partners. (Pieter Glasbergen, Journal of Integrative Environmental Sciences, Vol. 8 (2), June, 2011) A book that provides an excellent overview of the nonprofit-business partnership phenomenon. a valuable asset for the leaders of businesses and NGOs. it provides scholars and students a way to understand the underlying dynamics of nonprofit-business partnerships. anyone who wants to be well informed about nonprofit-business collaborations should read this important book. It is a book that is written in a clear and appealing style to guide any reader to the different stages and overarching themes of social partnerships. (Silke Boenigk, Journal of Nonprofit Public Sector Monitoring, Vol. 23, February, 2011) This book is a valuable contribution to this lively and increasingly debated field of practice and research. this book critically examines the chronological stages of nonprofit-business partnerships. The book prompts a rethinking and redefinition of current partnership approaches and the responsibilities of sectors more broadly, and is therefore highly recommended to both the partnership research community and practitioners. (Marlene Vock, Journal of Business Ethics, Vol. 94 (1), July, 2010) A densely packed and dispassionate piece of scholarship that will be of interest to those in business, in nonprofits, and in partnerships between the two. The book is ideal for use as source material at the graduate level and can be applied to management issues of the nonprofit sector in the United States. It will be helpful to scholars performing research in the area of cross-sector collaboration and partnerships involving nonprofits and businesses and the development of civil society in emerging democracies. (Stuart C. Mendel, Nonprofit and Voluntary Sector Quarterly, Vol. 41 (3), 2012) "The Politics of Partnerships contributes to the sustainability debate a holistic framework for partnership building, based on in-depth accounts of ways and means of collaborative working to incorporate conflict as a successful way of delivering change. This is a must read book for the business community but equally for the non-profits and governments. Seitanidi's book urges us to step up to the challenge of accepting and adapting our responsibilities within our increasingly beyond boundaries social realities." Peter Lacy, Managing Director Accenture, Sustainability Services Europe, Africa and Latin America "Based on detailed empirical research, Seitanidi shows us the reality behind the rhetoric of partnerships. This book is animated by a profound belief in the necessity for social change and shows us how partnerships can make a real difference, but also why they so often under perform. A compelling read." Andrew Crane, George R. Gardiner Professor of Business Ethics, Schulich

School of Business, York University, Toronto, ON, Canada "An outstanding book that combines theory with practice and provides both context and challenges to our understanding of the complexity of the ethos of very different sectors and how they can work together. Myths are expunged of nasty business and innocent charities and professionals vs amateurs. A vital book for all private sector managers engaged in voluntary sector relations and vice versa on how to do it properly. May Seitanidi's book sets out at early stage how "Big Society" partnerships can be delivered." Paul Palmer, Professor of Voluntary Sector Management Associate Deal for Ethics, Sustainability and Engagement, Cass Business School, City University, London, UK

From the Back Cover

The widespread partnering phenomenon in the US and the UK spurred a significant amount of literature focusing on its strategic use. The Politics of Partnerships diverges by examining if partnerships can deliver benefits that extend beyond the organisational to the societal level resulting from the intentional combined efforts of the partners. The book offers under the chronological stages of formation, implementation, outcomes a critical examination and proposes a holistic framework for the study of partnerships allowing for observations beyond any single stage. Finally! Seitanidi has given us a map to navigate the brave new world of partnerships. Discussions of nonprofit-business partnerships have had too much rhetoric and too little reality. Seitanidi abandons happy talk and digs into the truth. The striking contribution of The Politics of Partnerships is the toolbox of concepts it gives us for making sense of nonprofit-business partnerships; Thomas Donaldson, Mark O. Winkelman Professor, Wharton School, University of Pennsylvania

The Politics of Partnerships gives us a much-needed reality check highlighting the strengths and weaknesses of cross-sector collaborations in a world where boundaries seem to be fast disappearing. It provides significant new insights based in rich in-depth cases into what Seitanidi calls the "overt functional conflict" or the specific kinds of conflicts that partners in different sectors can run into. If you are interested in collaborations, this book is a must read.

Sandra Waddock, Galligan Chair of Strategy, Professor of Management, Boston College

Despite large interest in the possible role of partnerships in organizational strategies, empirical evidence that considers the complexity of the formation, implementation and outcomes is scarce. Through in-depth analysis in comparative perspective, this timely book provides much food for thought suggesting cooperation can also be accompanied by conflict.

Prof.dr. Ans Kolk, University of Amsterdam Business School

Seitanidi's book is a valuable asset for the leaders of business and non-profits, revealing the complexities in partnerships and building a framework for the successful implementation of collaborative models - an imperative within our increasingly globalized world.

Hans Ulrich Maerki, Senior Fellow of Advanced Leadership, Harvard University (retired Chairman of IBM Europe Middle East Africa)