

Matrix of Coalition Strategies

Strategy	Definition	Relationship	Characteristics	Resources
Networking	Exchanging information for mutual benefit	Informal	Minimal time commitments, limited levels of trust, and no necessity to share turf; information exchange is the primary focus	No mutual sharing of resources necessary
Coordinating	Exchanging information for mutual benefit, and altering activities to achieve a common purpose	Formal	Moderate time commitments, moderate levels of trust, and no necessity to share turf; making access to services or resources more user-friendly is the primary focus	No or minimal mutual sharing of resources necessary
Cooperating	Exchanging information for mutual benefit, and altering activities and sharing resources to achieve a common purpose	Formal	Substantial time commitments, high levels of trust, and significant access to each other's turf; sharing of resources to achieve a common purpose is the primary focus	Moderate to extensive mutual sharing of resources and some sharing of risks, responsibilities, and rewards
Collaborating	Exchanging information for mutual benefit, and altering activities, sharing resources, and enhancing the capacity of another to achieve a common purpose	Formal	Extensive time commitments, very high levels of trust and extensive areas of common turf; enhancing each other's capacity to achieve a common purpose is the primary focus	Full sharing of resources, and full sharing of risks, responsibilities, and rewards