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GLOBAL HEALTH
FELLOWS II



WHAT LMIC HEALTH PROFESSIONALS HAVE TAUGHT ME ABOUT BUILDING ETHICAL AND EFFECTIVE PARTNERSHIPS

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FIVE LESSONS TO ESTABLISH TRUST AND DEMONSTRATE VALUE



LESSON #1:

SEEK FIRST TO UNDERSTAND

- Actively listen
- Their interests dominate
- Show initiative in learning the full truth



Photo: GHFPII

LESSON #2:

PRACTICE HUMILITY

- Lack of humility destroys trust
- You will never know all the answers
- It's not about you and your expertise
- You are not the first American and won't be the last
- Balance the power and privilege of your American treasure chest with a learner's heart



Photo: AidData

LESSON #3:

BE THEIR CHAMPION



Photo: USAID Colombia

- Aim for a post “you” environment
- Promote your host country
- Be generous with your international network and personal connections
- Be generous with your “secret” resources and technical knowledge

LESSON #4:

RESPECT THE CULTURE



Photo: USAID Colombia

- How do people approach key issues in their daily life?
- Culture is not a monolithic construct but rather an intricate web of narratives.
- Relationships matter – don't refuse dinner to check your emails.
- Cross-cultural savvy is not a checklist – it's an attitude.

LESSON #5:

CONTEXTUALIZE SOLUTIONS

- Even if easy to see the problems, don't assume you have the solution
- Beware of unintended consequences
- Not everything local needs to change
- Fall out of love with technology



Photo: USAID in Africa