nesta

BUILDING PARTNERSHIPS

Make a plan for working with partners

Scoping
Understanding the challenge; gathering information; consulting with stakeholders and with potential external resource providers; building a vision of / for the partnership

1.

Identifying
Identifying potential partners and - if suitable - securing their involvement; motivating them and encouraging them to work together

2.

Building
Partners build their working relationship through agreeing with the goals, objectives and core principles that will underpin their partnership

3.

Planning
Partners plan programme of activities and begin to outline a coherent project

4.

Managing
Partners explore structure and management of their partnership - medium to long-term

5.

Resourcing
Partners (and other supporters) identify and mobilise cash and non-cash resources

6.

Implementing
Once resources are in place and project details agreed, the implementation process starts - working to a pre-agreed timetable and (ideally) to specific deliverables

7.

Measuring
Measuring and reporting on impact and effectiveness - outputs and outcomes

Is the partnership achieving its goals?

8.

Reviewing
Reviewing the partnership: what is the impact of the partnership on partner organisations?

Is it time for some partners to leave and /or new partners to join?

9.

Revising
Revising the partnership, programme(s) or project(s) in the light of experience

10.

Institutionalising
Building appropriate structures and mechanisms for the partnership to ensure longer-term commitment and continuity

11.

Sustaining or Terminating
Building sustainability or agreeing on an appropriate conclusion

12.

INSPIRED BY: Tennyson R, (2003) 12 Phases in the Partnering Process, p4, The Partnering Toolbook