The partnering cycle



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

2 IDENT

IDENTIFYING

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



BUILDING

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



PLANNING

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



MANAGING

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



RESOURCING

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



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



REVISING

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

INSTITUTIONALISING

Building appropriate structures and mechanisms for the



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?



MEASURING

10

SUSTAINING

OR TERMINATING

Building sustainability or agreeing

an appropriate conclusion

Measuring and reporting on impact and effectiveness – outputs and outcomes. Is the partnership achieving its goals?

