



BROKERING BETTER PARTNERSHIPS

OUTLINE FOR A ONE-DAY WORKSHOP

Workshop Objectives

- To build understanding of multi-stakeholder collaboration ('partnering')
- To provide an opportunity to explore partnering challenges and good practice principles
- To consider what it takes to partner effectively
- To introduce a number of frameworks and concepts and share different views / experiences
- To introduce the concept of 'partnership brokering'

Numbers and Logistics

This workshop can be offered for any number from 10 to 100.

Ideally the setting would be away from the normal day-to-day environment so participants can full focus on the work and not be distracted. A large, flexible, quiet space with a lot of natural light and (preferably) nice views – giving a sense of 'safe space' and 'retreat' is ideal (though, obviously, not always possible).

Event Design

Topic	Activity	Notes
What is 'partnership'?	A participatory lecture designed to get the group engaged by a number of questions asking them to reflect on their own partnering practices and experiences	<i>Intention is to set the tone for an open way of working where other views and challenges to the material are welcome</i>
The Partnering Cycle	Introduction to this framework and discussion of why it is necessary and how it	<i>Important at an early stage to explain that this workshop is about</i>

and the added value of a partnering approach	fits with the more familiar 'project cycle'. Exploration of how to make partnerships both more focused and more ambitious in terms of reach, influence and sustainability	<i>the partnering 'process' and why attention to the partnership is as important as managing the project(s)</i>
Common partnering challenges and key principles	<p>This may be run as a facilitated conversation with the slides used to de-brief at the end.</p> <p>The slides in this session are animated in order for each challenge to be explored at some depth and level of complexity before moving on to the principle that emerges from it.</p> <p>Participants may well have other challenges from their own partnering experience – perhaps particularly from the context or focus of their partnerships.</p>	<p><i>It can be important to flush out those for whom 'partnering' is little more than fund-raising – to enable them to see that this is not necessarily partnership in its richest sense and also to explore how some existing funding relationships can become more multi-dimensional.</i></p> <p><i>The principles are those that have emerged over time from partnering experiences worldwide and they presuppose a multi-layered approach and a desire for high achievement</i></p>
Critical Success Factors	<p>This session is based on two key themes:</p> <ol style="list-style-type: none"> 1. That partnerships can achieve much more than just project delivery (though this is, of course, important) 2. That one way to push partnerships to achieve more is to review and revise them regularly and to help partners to be aware of the critical factors that make for partnering success 	<i>This session will be tailored to the specific interests / focus of the group and can include examples / mini-case studies from the group / entity where partnering has achieved goals and / or provided useful lessons.</i>
Introducing the concept of 'partnership brokering'	<p>Since this concept is likely to be a new one. This will also be delivered as a participatory lecture designed to stimulate thinking about what is needed from individuals in the brokering role to optimise partnering potential.</p>	<i>This is an opportunity to review the skills, approaches, tools and methods needed to effectively manage the partnering process and what kind of investment is needed to ensure the partnering process is fit for purpose.</i>