PARTNERING for INNOVATION
Overview

- Partnering Cycle & Innovation
- 3 Reflections
- 3 Challenge Areas
Innovation through the Partnering Cycle
PARTNERING CYCLE

Agreeing to partner

SCOPING & BUILDING
- Identifying potential partners
- Building relationships
- Mapping and planning

MANAGING & MAINTAINING
- Governance & structures
- Deepening engagement
- Delivering projects
- SUSTAINING OUTCOMES
- Scaling & increasing impact

REVIEWING & REVISING
- Measuring results
- Reviewing efficiency & value
- Revisiting & revising
- Sharing knowledge & experience

SUSTAINING OUTCOMES
- Moving on
Mapping Innovation across the Partnering Cycle
Results of Inter agency workshop in Jordan 2019
3 Reflections

Effectuation vs Causation

Swap the lens

Transformational to Transactional
1. Effectuation vs. Causation
Effectuation Means and Goals

Managerial Thinking
Coordinating given means for a single goal

Given Means (M1 – M5)

Adapted from Futurelearn
Effectuation Means and Goals

Managerial Thinking (Causal)
Coordinating given means for a single goal

Entrepreneurial Thinking (Effectual)
Imagining possible goals with given means

Given Means (M1 – M5)

Given Goal

Possible Goal 1
Possible Goal 2
Possible Goal 3
Possible Goal 4
Possible Goal 5

Adapted from Futurelearn
Effectuation Crazy Quilt
2. Swap the Lens
Basic Innovation Process

Prototype  

Pilot  

Scale
3. Transformational to Transactional
Partnerships often become increasingly **transactional** as innovation goes to scale.

The **transformational** potential of the innovation often increases as it goes to scale.
Partnerships through the Innovation Process

Prototype

Pilot

Scale

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Partnership challenges across the Innovation Process
Challenges at Prototype Stage

- Different requirements
- Unknown level of value
- Moving from co-creation to partnership
Pilots

• Searching for implementing partners
• New resources means new goals?
• Different clock speeds
Scale

- Capability and interest divergence
- Managing demands
- Transformational to transactional pressure
Thank you
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