

# Partnership development tools

## A summary of

Tennyson, R. (2011). *The Partnering Toolbook: An Essential Guide to Cross-Sector Partnering*. London, UK: The Partnering Initiative.



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National Collaborating Centre  
for Methods and Tools  
Centre de collaboration nationale  
des méthodes et outils

## Categories:

Tool, Organizational capacity and management, Partnership development and maintenance, Partnership evaluation, Stakeholder analysis and engagement

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## Tool

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## Relevance For Public Health

This suite of tools can be used in a step-wise manner to plan, implement, review and sustain partnerships. Developed for sustainable development initiatives, the resource provides useful strategies for inter-sectoral partnerships.

## Description

Created by the Partnering Initiative, [The Partnering Toolbook](#) contains seven tools to develop, sustain and assess inter-sectoral partnerships. This easy-to-use guide includes helpful strategies, flowcharts and tips for working with other agencies to build and maintain partnerships, along with partnership development tools.

The seven tools include:

- Partner Assessment Form;
- Stakeholder Mapping;
- Partnering Agreement (sample);
- Partnering Roles and Skills Questionnaire;
- Guidelines for Partnering Conversations;
- Partnership Review Template;
- Case Study Template;
- Communications Checklist.

The document includes a variety of other resources to help with partnerships, including transitioning and ending partnerships, which are available from the Partnering Initiative at [Toolbook Series](#).

## Implementing the Tool

### Who is Involved?

Anyone interested in building and reviewing partnership efforts would find this tool helpful.

### Steps for Using Tool

Steps in partnering include:

#### 1. Building Partnerships

- scope a partnership
- identify partners
- assess risks and benefits for each partner
- map resources from each partner for partnership

#### 2. Partnering Agreements

- secure partner commitment
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These summaries are written by the NCCMT to condense and to provide an overview of the resources listed in the [Registry of Methods and Tools](#) and to give suggestions for their use in a public health context. For more information on individual methods and tools included in the review, please consult the authors/developers of the original resources.

- use interest-based negotiation
- examine governance and accountability

### 3. Managing the Partnering Process

- determine partnering roles
- identify partners as leaders
- use partnership skills
- use good partnering practice

### 4. Delivering Successful Projects

- manage the transition
- keep task-focused
- report, review and revise

### 5. Sustaining Partnerships

- plan for sustainability
- secure greater engagement from partners
- build institutional capacity

### 6. Successful Partnering

- define success of partnership
- share good experiences

## Evaluation and Measurement Characteristics

### Evaluation

Information not available

### Validity

Not applicable

### Reliability

Not applicable

### Methodological Rating



Not applicable

## Tool Development

### Developers

Ros Tennyson

### Method of Development

This resource, *The Partnering Toolbook*, was developed by the [Partnering Initiative](#), a programme of the [International Business Leaders Forum](#) (IBLF). The document draws on material from earlier publications and IBLF's work in inter-sectoral partnerships across the public and business sectors and civil society in sustainable development.

### Release Date

2003

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## Resources

<b>Title of Primary Resource</b>	The Partnering Toolbook: An Essential Guide to Cross-Sector Partnering
<b>File Attachment</b>	None
<b>Web-link</b>	<a href="http://thepartneringinitiative.org/w/resources/toolbook-series/">http://thepartneringinitiative.org/w/resources/toolbook-series/</a>
<b>Reference</b>	Tennyson, R. (2011). The Partnering Toolbook: An Essential Guide to Cross-Sector Partnering. London, UK: The Partnering Initiative.
<b>Type of Material</b>	Workbook
<b>Format</b>	The guide and tools are free and available as a PDF. To download the PDF, register for the website and login (registration is free). In a separate window, you are able to access the guide.
<b>Cost to Access</b>	None.
<b>Language</b>	English
<b>Conditions for Use</b>	Copyright © 2003-2011 The Partnering Initiative (IBLF)