

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
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Categories:

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

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June 19, 2012

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September 12, 2017

Tool

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

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|----------------------------------|--|
| Title of Primary Resource | The Partnering Toolkit: An Essential Guide to Cross-Sector Partnering |
| File Attachment | None |
| Web-link | http://thepartneringinitiative.org/w/resources/toolbook-series/ |
| Reference | Tennyson, R. (2011). The Partnering Toolkit: An Essential Guide to Cross-Sector Partnering. London, UK: The Partnering Initiative. |
| Type of Material | Workbook |
| Format | 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. |
| Cost to Access | None. |
| Language | English |
| Conditions for Use | Copyright © 2003-2011 The Partnering Initiative (IBLF) |