1.8 SCOPING AND BUILDING

Individual partner value

USE IT
To set out the value your organisation expects to gain from a partnership, for its mission and for itself

WHEN
Scoping and building, as a predictive assessment; revisit it at reviews

WHO
Each partner, for its own organisation

Every partner needs to gain more from a partnership than it puts in. This predictive assessment helps your organisation set out, honestly and in advance, the value it expects: how the partnership helps deliver your strategic objectives (mission value), and how it builds your organisation's capacity to deliver (organisational value). Use it with the value assessment framework (tool 1.7).

A. Partnership overview

	Notes
Issue the partnership aims to address	
Partnership objectives	
How the partnership brings together the resources needed, and creates extra value towards the objective	
Non-partnering alternative approaches	

B1. Mission value

How the partnership helps deliver your organisation's strategic objectives. Add as many rows as you need. Rate importance and likelihood from 0 (none) to 4 (very high).

0 None 1 Low 2 Moderate 3 High 4 Very high

Our strategic objective	Partnership results that contribute to it	Importance (0–4)	Likelihood (0–4)	What needs to be in place?	Measure of success	Overall assessment

B2. Organisational value

The gains to your organisation that build its capacity to deliver in future. For each type of value, note the gains, how important they are, how likely they are, what your organisation needs to do to secure them (or create more), and how you will know you have succeeded.

Type of value	Gains to our organisation	Importance (0–4)	Likelihood (0–4)	What needs to be in place?	Overall assessment
Financial					
Non-financial material gains					
Safeguarding of assets					
Social capital and connections					
Legitimacy					
Reputation, influence and positioning					
Knowledge, skills and capacity					
Innovation					
Other					

Adapted from Maximising the impact of partnerships for the SDGs (Tool 2). © The Partnering Initiative. More tools at thepartneringinitiative.org/resources/type/tool/