Welcome to the Workshop

**Name of Workshop**

Facilitation

**Teams**

Define Value and Cost elements

### Step 1

1.1. The tool suggests a framework to evaluate value and costs in six areas. For each area, work individually to identify

- **Customer:** What will be the value and cost to our customers?
- **Market:** What market access or advantage will we gain or lose?
- **Financial:** Will the financial gains or organizational revenue be realized?
- **Capacity:** What gains or losses will we see in our organizational capacity?
- **Relational:** What gains or risks will it bring to our existing or future relationships?
- **Social Impact:** What changes will we observe in our social impact?

For each element, fill in individually the spreadsheet with:

- **WHAT?** Describe concretely the value / cost expected from the partnership in this area.
- **HOW MUCH?** Input whenever possible, the amount of value / cost expected to gain from this partnership.
- **HOW CRITICAL?** Assess how critical this value or cost is to your organization.
- **HOW LIKELY?** Assess how likely it is for this value or cost to materialize.

Evaluate Value-to-Cost ratio

### Step 2

2.1. Examine individually your Value versus Cost chart and reflect on the following questions:

- Where does most of the value come from? Where does most of the cost come from?
- Are certain elements of value or cost of different temporal nature (short, medium, long term)?
- Does the value outweigh the cost for your organization?
- What value element could your organization eventually achieve alone?
- Does the incremental value still justify the cost?

Discuss Value & Costs distribution

### Step 3

3.1. Share your chart with your partners and explain your observations.

3.2. Together, review the comparison chart and reflect on the following questions:

- What are the key elements of Value and Cost for each partner?
- Does the Value outweigh the Cost for each partner?
- How evenly balanced is the distribution of Value and Costs across the partners? Are there opportunities to improve on that?
- Are there opportunities to work together on increasing value or reducing costs for any of the partners?

Record your answers and observations.