Welcome to the Workshop

As you begin the workshop, what type of partnership should we build?

**Facilitation**

What type of partnership should we build?

**Teams**

What type of partnership should we build?

**Step 1: Assess Partnership Drivers**

**Step 2: Assess Partnership Facilitators**

**Step 3: Establish your Partnership Type**

**Example**

**Steps Description**

1. The partnership drivers are the motivations and incentives of each partner. Individually, transform the drivers (opportunities and incentives) helping you to the partnership. You can use the Drivers Pyramid tool to identify and position your individual partnership drivers.

2. Individually, reflect on your drivers and assess them by answering the questions in the Drivers Assessment table.

3. Compare and discuss your respective self-assessments. Does each partner have strong incentives to engage in a partnership?

4. Together, make a qualitative assessment of your collective partnership drivers strengths. Avoid averaging and make a holistic assessment of how strong overall the drivers are. Consider also how balanced the drivers are between different partners.

**Steps Description**

5. Partnership facilitators are factors that signal a conducive environment for partnerships to strengthen and succeed. Individually, reflect and assess the questions in the Facilitators Assessment table.

6. Compare and discuss your respective self-assessments. What facilitators are assessed Low? Why?

7. Together make a qualitative assessment of your overall Partnership Facilitators strength. Avoid averaging and make a holistic assessment of how strong overall the partnership facilitators are.

8. Establish your Partnership Type:

   a. Place your partnership qualitatively on the Partnership Typology Matrix and discuss the outcome.

   b. Discuss the matrix recommendations and the implications for your partnership. Is the timeframe for your partnership short, medium, long-term? Be as specific as possible about expectations.

   c. What type of resources will you need to invest? What coordination activities need to be put in place between the different organizations?