

## PARTNERSHIP TOOL – VERSION A

### IDENTIFY, MAP AND REINFORCE PARTNERSHIP RELATIONS

The proposed tool is divided into 3 steps:

- Identify the problems of the public and the missions of the structure
- in order to target relevant and complementary partners
- and to institutionalize the essential and regular partnership relations

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#### **1. IDENTIFY: why do I need a partner?**

This work makes it possible to identify when your organisation must turn to a partner and seek out this partner in addition to your actions and skills.

##### **a. Know and identify the problems of the supported public:**

- What are the characteristics of the accompanied public? (Age, Gender, Urban / rural ...)
- What are the problems encountered? (Insufficient mastering of the language, Mobility, Mismatch of profiles with business needs - lack of diploma or experience, Precarious housing, Health ...)

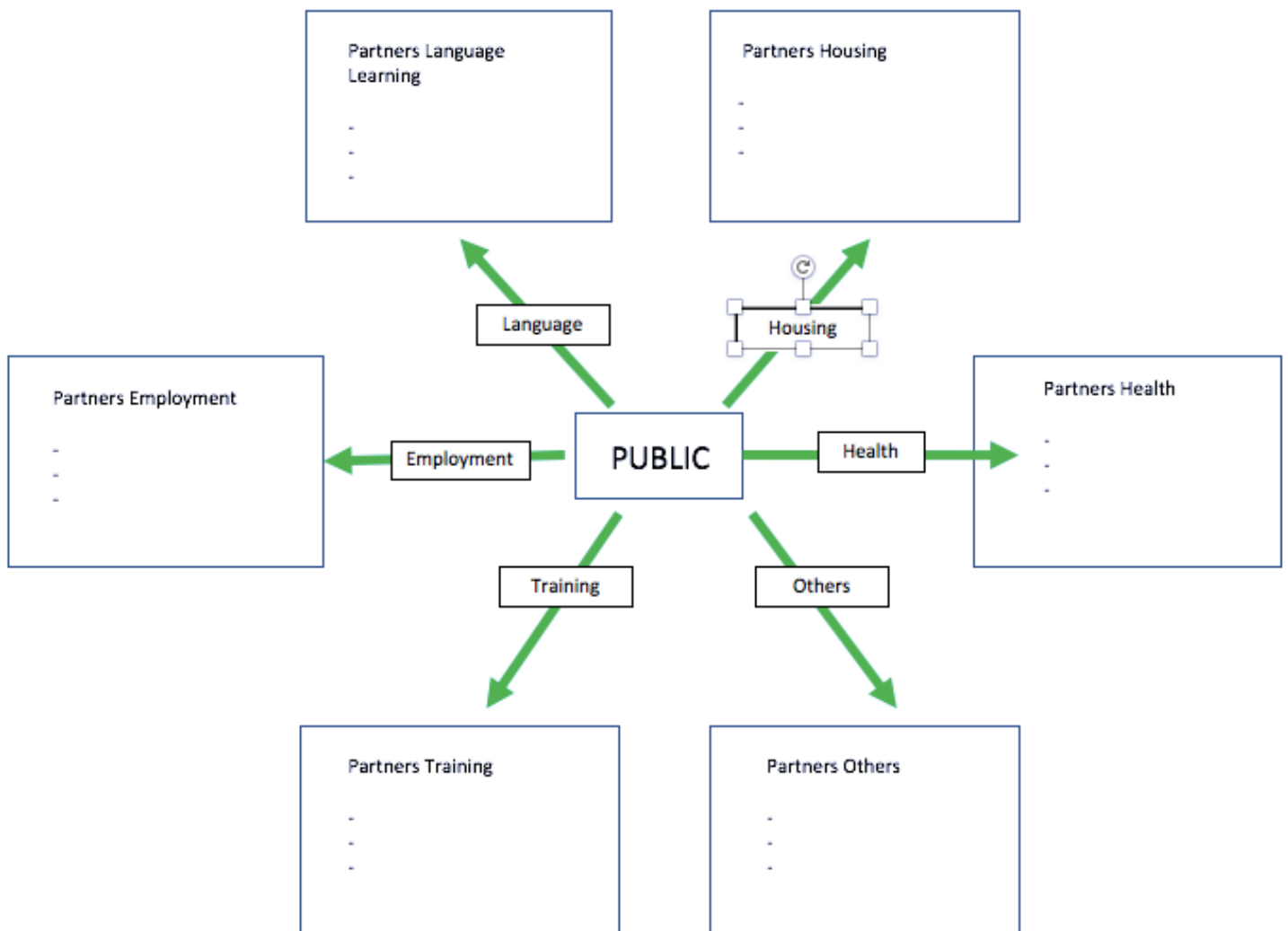
##### **b. Objectives of your organisation - know your scope of intervention**

- o Skills acquisition / Internal - External
- o Language learning / Internal - External
- o Social inclusion / Internal - External
- o Professional integration / Internal - External
- o Other

## 2. TARGET: Which partner do I need?

### a. Mapping of the partners

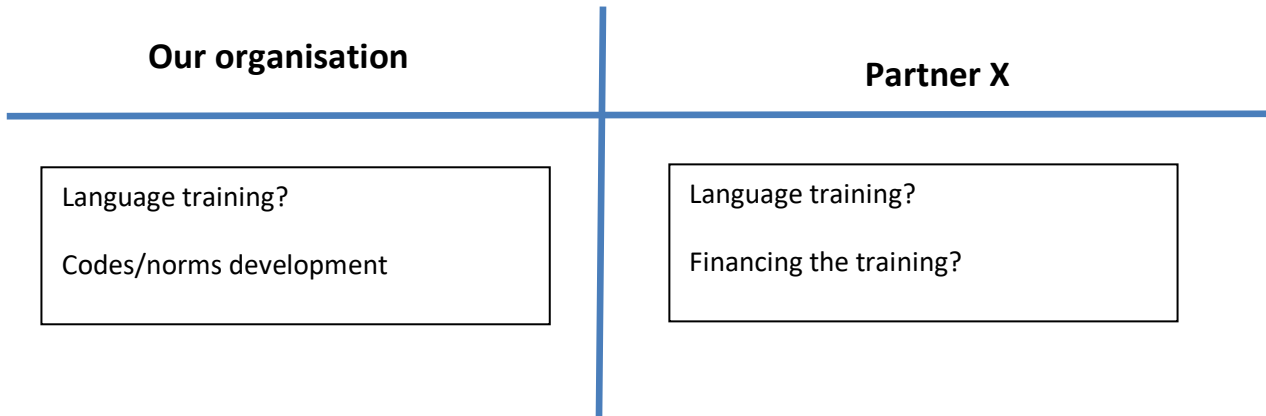
Partners are mapped according to their field of intervention, so there can be as many branches to this diagram proposed that fields of intervention to be mobilized.



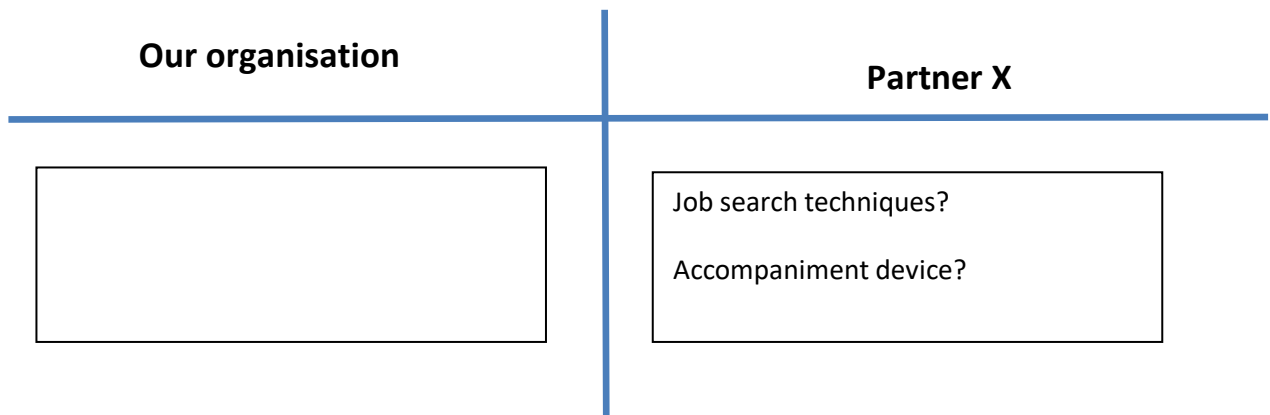
**b. Complementarity between actors to provide a response and resolve the problem encountered by the beneficiaries :**

Once the partners are mapped, it is a question of understanding the complementarity of actions between your organisation and the partner. The analysis must be done for each identified problem of the supported beneficiaries. This makes it possible to identify the "right" partner based on the problem identified.

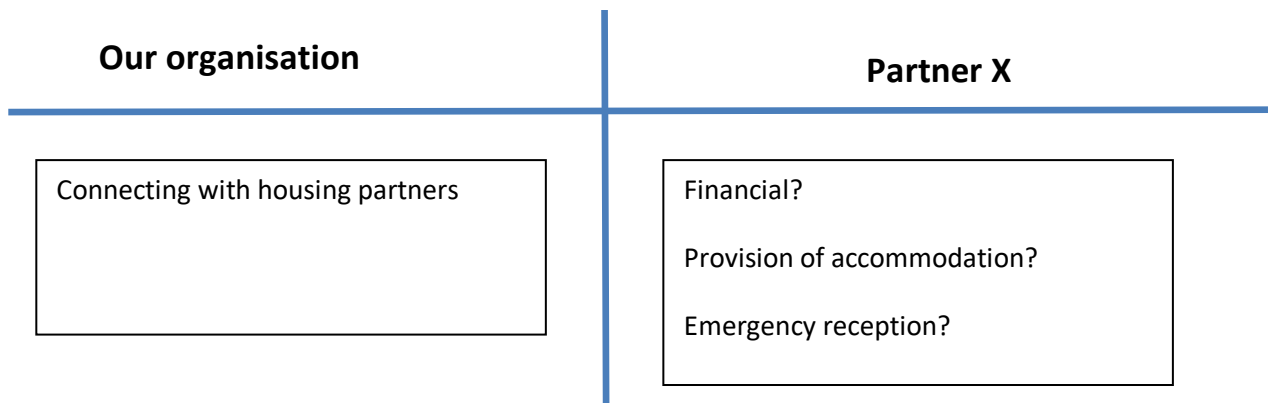
**Issue: Language learning**



**Job search**



**Housing**



### **3. INSTITUTIONALISE the partnership :**

When partners are essential and regularly solicited for complementary work, it is a matter of institutionalizing relationships. Build appropriate structures and mechanisms for partnership to ensure longer-term commitment and continuity.



#### **a. Which partners are essential for our organisation ?**

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#### **b. Mechanisms to reinforce the partnership :**

- Structure your partnership through an agreement.

- Institutionalizing partnerships also requires that partners meet formally during meetings:

o Since when have I not met my partners?

o Do I have a meeting / meeting scheduled with my partners?

With the aim of:

- Meet a new partner?
- Maintain the relationship?
- Present my structure? or participate in the partner's presentation?
- As part of a project?
- Act on a given situation?
- Evaluate common actions?

- An effective partnership must be evaluated quantitatively and qualitatively.

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