

## Partnership Benefits, Costs and Risks<sup>1</sup>

### Who?

An organisation should use this tool individually, before formally initiating a partnership.

### Why?

All partnerships come with potential benefits and potential costs and risks. This checklist will help you consider whether a partnership is appropriate in this case, given the potential benefits, costs and risks, and how you can plan to address them.

### How?

- Before getting involved in a new working relationship with another institution, complete the checklists.
- To determine if an issue is significant, consider both the likelihood it will occur and (if it does occur) the impact it would have on your own organisation or the work.
- Using the middle column as a spectrum, place a mark where you think this benefit or cost/risk falls in terms of significance. Base this on your own best judgement, but, if more information is needed, see if you can find it!
- Include any useful notes about why you've rated this benefit or cost/risk the way you have
- The lists are not exhaustive; add benefits, costs or risks appropriate to your own circumstances.
- Discuss the issues that you find significant with your potential partners.

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<sup>1</sup> Adapted from *Working in Partnership: A sourcebook*, New Opportunities Fund; [www.biglotteryfund.org.uk/er\\_eval\\_working\\_in\\_partnership\\_sourcebook\\_uk.pdf](http://www.biglotteryfund.org.uk/er_eval_working_in_partnership_sourcebook_uk.pdf); *THE SDG PARTNERSHIP GUIDEBOOK: A practical guide to building high-impact multi-stakeholder partnerships for the Sustainable Development Goals*, Darian Stibbe and Dave Prescott, The Partnering Initiative and UNDESA 2020; *The Partnering Toolkit: An essential guide to cross-sector partnering*, Ros Tennyson, The Partnering Initiative



<b>Benefits</b>	<b>Not significant significant</b>	<b>Somewhat significant</b>	<b>Very</b>	<b>Notes</b>
<i>Improving on the ground action and impact through:</i>				
Complementary, diverse skills and integrated approaches				
Learning and capability-building				
More appropriate and effective services and products				
Critical mass or collective action				
Expanding your organisation's scale for delivery; broader reach				
<i>Leveraging resources through:</i>				



Combining diverse resources (including information) and approaches		
Creating new ideas through collaborative thinking and doing		
<i>Indirect benefits, such as:</i>		
Building collective legitimacy or credibility		
Broader network, including social capital		

For those benefits marked as 'very significant', note below how you can ensure these benefits happen. *Add rows if necessary.*

<b>Very significant benefits</b>	<b>How we'll ensure they happen</b>



<b>Costs and Risks</b>	<b>Not significant significant</b>	<b>Somewhat significant</b>	<b>Very</b>	<b>Notes</b>
Investment in partnership building and management activities (time and resources)				
Investment in partnership processes such as meetings, consultations, collective decision-making (time and resources)				
Risk loss of autonomy				
Risk of failure of partners to deliver impact				
Financial risks of sub-granting				
Risk of negative reputational impact				
Risk of conflicts of interest				



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For those costs or risks marked as 'very significant', note below how you'll mitigate them (risks) or plan for them (costs) in the work with this partner. *Add rows if necessary.*

<b>Very significant risks or costs</b>	<b>How we'll mitigate or plan for them</b>