

Tool 5: Identifying the Potential Collaborative Advantage of Your Partnerships

Part of the [Climate 2025 Partnerships resources](#)

A Partnering Protocol ([Tool 3](#)) includes a high-level list of the different kinds of value you'd like your partnerships to generate. However, it is especially important to have value discussions with your partners once you start working together, which is why the Tool is included in this section on Scoping and Building your partnerships.

The Tool is designed to help you structure your value discussions. It has two uses:

1. **Between a movement and its partners:** To help identify the added value that you'd like to create together, as well as the value each partner would like to get from the partnership.
2. **Between existing movement partners:** To help review and revise your partnership/s in terms of the value and benefits it is creating, and to check if anything needs to change to maximise value.

<p>Collaborative Advantage to Achieve Shared Impact <i>A list of the ways in which a partnership between a movement and its partners can generate added value</i></p>	<p>Movement / Organisational Benefits <i>A list of the ways in which a partnership can benefit individual movements and their partners; these are often intrinsically linked to areas of collaborative advantage</i></p>
<p>Complementarity: Bringing together different kinds of resources (e.g. expertise) to provide a complete solution that could not be achieved without all those resources. Working in a complementary way (ie, to each other's strengths) also helps to reduce duplication</p>	<p>Accessing in-kind physical resources: E.g. materials/supplies, staff, workspaces, vehicles, IT equipment</p>
<p>Critical mass: Creating collective legitimacy and knowledge to enable the development and promotion of new norms and policies, which raise standards or create a level playing field in a given sector</p>	<p>Accessing in-kind non-physical resources: Technical knowledge and expertise, publicity, capacity building/training, data and information</p>

<p>Innovation for effectiveness: Combining different expertise and experience together to develop new, innovative solutions/ interventions/services/advocacy (etc)</p>	<p>Accessing additional funding/financial resources: E.g. for a specific programme/ initiative, for capacity development/training of staff, for the publication of reports or guidelines, for staff salaries</p>
<p>Shared learning: Creating a mechanism for shared learning which leads to raising the level of knowledge, expertise and capacity. This in turn raises the quality, and therefore impact, of interventions/advocacy</p>	<p>Enhanced credibility, legitimacy, and influence: By association with well-known or well-regarded entities or initiatives and/or as a result of extra impact achieved through the partnership</p>
<p>Increased impact, scale and reach: Ability to reach more people and / or across wider areas through working collaboratively. The variety of partners involved also increases the quality of the design, implementation and impact of programmes and activities</p>	<p>Access to new connections and peer-to-peer learning: Partners give access to networks and contacts not previously accessed</p>
<p>Higher quality, faster response: Leveraging and combining resources that allow a timely, more effective response to opportunities as they emerge</p>	<p>Improved team performance and morale: Through working with counterparts from other organisations and achieving impact together</p>
<p>Growing capacity for effective partnering: Working in partnership itself builds skills for effective partnering. As you build these skills your partnerships will become more fulfilling and productive</p>	

What else might you add to this list? [We'd love to hear from you!](#)

Tool 5 is largely taken from the [GNDR-ECID Collaboration Toolkit](#). The workshop that accompanies this Tool draws on work by the [Partnership Brokers Association](#) as well as [Effective Consortia: A Guide to Emerging Thinking and Practice](#) produced by [The Partnering Initiative](#) and [BOND](#).