Session 7:
Building External Partnerships

Lome, Togo
February 2024
Context for Partnership Assistance: UN “Nexus” & SDGs
Key Partnership Questions

- Who are the partners?
- How does assistance fit within larger social, economic, and political ecosystems?
- What are partners’ agendas (explicit, hidden) and objectives (short-term, long-term)?
- What is the intended duration?
- How will the partnership be governed?
- What constitutes success?
Partnership Foundations: Leadership + Mechanisms

- Adaptive leadership required to drive productive, effective partnerships
  - Anticipation, Articulation, Adaptation, Accountability
- Mechanisms
  - Strategies
  - Laws, Regulations, Policies
  - Resource Management Processes and Oversight
  - Monitoring, Evaluation, and Learning Lessons
Partnership Success Elements

- Mutual diagnosis of threat or opportunity
- Political will by each partner
- Joint planning structures
- SMART objectives (specific, measurable, achievable, realistic and time-bound)
- Agreement on how to evaluate success or failure
- Path for sustainability over time
- Transparency of conditions or “strings” attached to assistance
- Coordination mechanisms within and between partners (internal/external)

Challenges: Misaligned interests; unpredictable financial support; elite capture/corruption