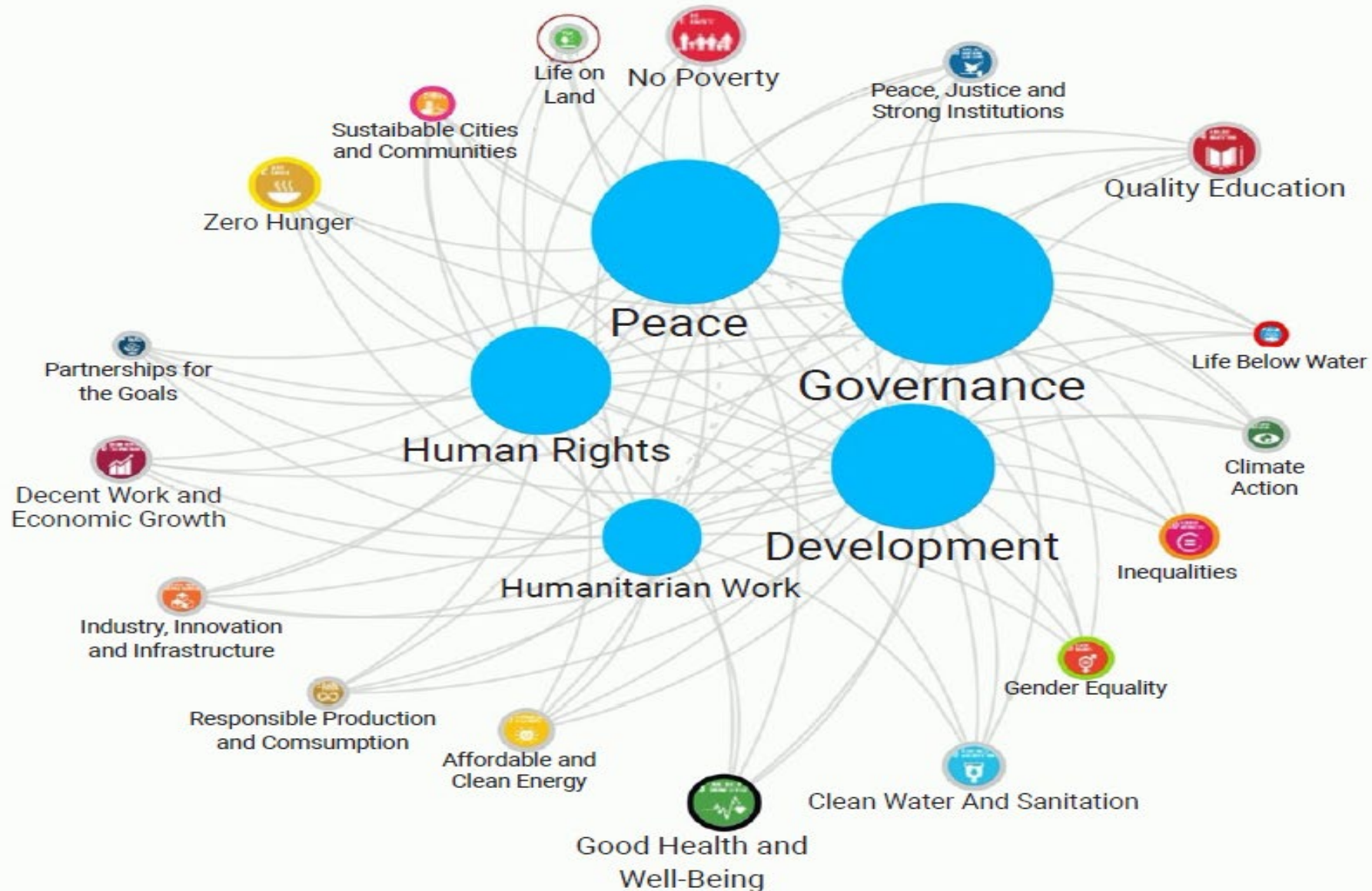




Session 7:
Building External Partnerships

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