

Module 3b: Partnerships and consortia Exercise

May 2019



Title Partnership matching: connecting supply, demand, and value propositions

Learning objective:

After this exercise, participants will be able to define their core contributions and their comparative advantage in partnerships. In addition, they are sharp on where different partners can contribute to their work, to make optimal use of outside expertise. The exercise is intended for a group with a wider variety of partners from Civil Society Organisations, Government, knowledge providers and/or private sector actors.

Background for facilitators:

This is a short brainstorming session on where potential additional collaborations can complement effectiveness and scale of impact of our work.

Materials and preparation:

Multiple flip chart papers and marker pens and pens. Red and green cards and yellow post-its.

Duration:

This exercise will take up to 45 minutes with a group of about 25-35 staff or volunteers. If the groups are larger, you can allow a bit more time for the debrief.

Participant numbers and other arrangements:

The different groups need to work separately on tables with the flipcharts. In the end a joint discussion is needed about the content of each of the flipcharts.

Prepare one wall in advance as done in the upper picture, marking the demand and supply space. Note you can tailor the middle words as appropriate, pending the aim of the partnership, for instance resilience, DRR, Adaptation or other words that match the aim of a project.

Step by step guide:

1. Ask participants to take post-its of two different colors, and a pen. This is an individual start, no groups needed yet.
2. Ask them to write down in one of the colors (such as pink) what they think their organization can offer in the climate agenda on adaptation (hence, on risk reduction). Ask specifically what

their technical expertise, niche and comparative advantages are as an organization. And then ask them to stick it up on the wall (as done in the picture above): on the supply side.

3. Ask them to write down on the other color (such as yellow) what they think their organization needs, in order to optimize and scale their work in the climate agenda on adaptation (hence, on risk reduction). Specifically ask what kind of technical expertise or innovations they could benefit from. Stick these post-its on the demand side of the wall (see picture above). Ask people to walk along the wall to see what was written down, and notice patterns of matches and mismatches between supply and demand.

4. Then ask people to break in groups per organization - with 4 - 6 flipcharts per actor. You may need to merge actors, if the group is too large.

For each discussion - mark their organization on top of the flipchart and ask them to tailor their added value and demands to one specific actor. For instance: National Society X, Company X. Or National Society X, Local Government X. Have them fill in the green cards to specify what they can offer to that particular actor, and what they think they need from that particular actor. Other actors do the same, which might filter misunderstandings of what partners can expect or offer to each other. Pending on how many actors you have in the room, fill as many flipcharts as needed.

5. Ask the groups to briefly report back. Have a plenary discussion to see if there are differences in expectations, new insights or ideas from the flipcharts.

Discussion items:

Ask people if there are any surprises, or any specific comparative advantages formulated in such a way that it is helpful for partners to understand what they can expect. It can also good to discuss new opportunities in light of the listed supply items on the green cards. You can encourage participants to be quite specific so as to ensure that they are able to refer to real situations or stories, to illustrate their point.

Document the results of the brainstorm.

Tips for facilitators:

Ensure that you ask them for their observations of this session in the debrief.
