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**TOOL 2** PARTNERSHIP CONCEPT

Template for early communication

Use: To provide an early stage draft of the partnership idea to invite a more structured conversation with key partners.

Partnering phase: Scoping & Building

**Introduction**

• What issue/problem does this partnership address?

• What important context should the partners consider?

**Justification for action**

• What is the reason for collaboration? (Why is partnership the necessary solution?)

• How does the partnership address individual partners’ strategic priorities?

**Partnership opportunity**

• What is the potential over-arching goal partnership?

• What are the potential objectives of the partnership?

• What potential collaborative activities will the partners pursue to advance the partnership?

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| **Potential partners, interests and roles** |
| **Partner**  | **Organizational interest** | **Role** |
| Potential Partner 1 | Partner 1’s potential interest… | Partner 1’s potential role… |
| Potential Partner 2 | Partner 2’s potential interest… | Partner 2’s potential role… |
| Potential Partner 3 | Partner 3’s potential interest… | Partner 3’s potential role… |
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**Resources**

• What potential resources (financial and in-kind) might be required to actualize the partnership?

• What potential resources (financial and in-kind) might be required to facilitate the partnering process?

**Risk management**

• What potential conflicts, concerns, risk might this partnership present?

• How might they be managed?

The **Zambia Partnering Toolbook** is available at [thepartneringinitiative.org](http://thepartneringinitiative.org/) and  [www.zbidf.org](http://www.zbidf.org/)