



Nature Towns and Cities



Partnership decision flowchart

An opportunity spotter's guide to partnerships

Identify if a partnership framework is the right way forward for your project.

Identify the need: what is the issue you're trying to solve or the green development project that you're wanting to progress?

Identify the potential benefits: what are the mutual benefits that will be realised from the progression of this?

Could someone else help you achieve these benefits, or reach previously excluded people?

Yes

No

Sometimes it may be right to act independently. If you're confident a partnership wouldn't add benefit, go for it, and keep an open mind about where others might add value.

Does the work you're planning support the strategic priorities of both/all potential partners?

Yes

No

If you want the involvement of an external organisation, but it doesn't support their strategy, you might need to pay them for their time. If it doesn't support your own strategy, return to the top box to consider your involvement and what benefits you are seeking.

Are you able to share decision-making power?

Yes

No

Consider the spectrum of participation and agree on what terms you will work together. Be transparent and honest about this, don't promise more authority or power than you are able to give.

Is each partner able to contribute mutually and/or equitably to build capacity across a place?

Yes

No

Consider carefully whether a partnership is the right approach, as it needs to be based on mutual interest and equitable participation.

Sounds like there's great potential for a solid partnership.

What's next?

- Check the idea with a range of internal and external stakeholders.
- Gain support from relevant stakeholders, including senior staff and key decision makers.
- Build a team with the right skills, qualities and relationships you need to make progress.
- Agree and plan some joint activity to get to know each other and how you work.
- Consider formalising strategic partnerships with memorandum of understandings, partnership agreements, frameworks for partnership working and decision making.





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