



top tips

Partnering for success

1. Openness, transparency and clear communication to build trust and mutual understanding
2. Clarity of roles, responsibilities, goals and 'ground rules'
3. Commitment of core organisational competencies
4. Application of professional rigour and discipline focused on achieving targets and deliverables
5. Respect for differences in approach, competence, timeframes and objectives of different partners
6. Focus on achieving mutual benefit in a manner that enables the partners to meet their own objectives as well as common goals
7. Understanding the needs of local partners and beneficiaries, with a focus on building their own capacity and capability rather than creating dependence