In a world of high interdependence and where different stakeholders are connected, networking and partnership have become one of the most widely used terms and a real trend lately.

The network and partnerships are actually a means of connecting people and organizations and improving the communication and cooperation between those that share the same vision, values or goals. The primary goal is the exchange of information and realization of mutual activities of otherwise independent organizations. Networking and partnership is not a goal in itself, but in its basis there is the realization of ideas, goals and interests shared by organizations.

The success of networking and partnership is due to several principles: participation, representation, delegating, long-term goals and planning, synchronizing the activities of organizations, and financial stability (sharing expenses).

The training will provide you with the understanding of the importance of building partnerships, coalitions and networks for successful work and support, to learn about the basis of networking, its advantages and shortcomings, network types and structures, to learn how to handle the connections (relations) and how to capitalize on them.

Contents

Basis for coalitions and networks

- Concept clarifications and definitions;

- Types and structures (for example: umbrella organizations versus networks, formal versus informal);

- Differences between cooperation and partnership (for example: short-term versus long-term);

- Advantages and shortcomings;

Steps in building coalitions and networks

- Analysis of parties concerned (defining the key parties concerned, institutional analysis);

- Problem analysis (defining the essential issues/fields of activities);

- Cooperation and coverage matrix;

- Establishing the network goals and strategies (defining the mission, vision, goals, and principles, and establishing the network strategy);

- Establishing structures and coordinative mechanisms (including the partnership and the financial issues and procedures);

- Establishing communication mechanisms (for example: electronic networking, etc.);

Overview of networking at national level

- Network effectiveness;

- Most effective practices.