

1.1 IDENTIFY STAKEHOLDERS AND POTENTIAL PARTNERS

TOOL 1-B: STAKEHOLDER

1.2 ASSESS PROJECT RISKS

TOOL 1-C: THINK IN DEPTH ABOUT POTENTIAL PARTNERSInstructions:

The following list of questions can be used to consider the benefits and challenges of working with potential partners to address the issue(s) and what the partnership hopes to accomplish.

Note – use only those questions that are relevant to your partnership.

1. What potential partners have been identified? (see **Tools 1-A and 1-B**)
2. Which potential partners could help us better address our issue? (see **Tools 1-A and 1-B**)
3. Have we identified new and nontraditional partners? (see **Tool 1-A: The Issue Bull's Eye**)
4. Do the potential partners understand and support the partnership's priorities or have similar priorities?
5. Do the potential partners have a history of good relations with each other? Is there a shared respect for each partner's or potential partner's organization and work? If not, can the differences be overcome?
6. What are the potential drawbacks to partnering with each organization?
7. What specific resources will each potential partner bring to the partnership? Is there a particular strength or resource that will contribute to the success of the partnership?
8. What resources would be valuable? Who has those resources?
9. Could collaboration reduce costs or make reallocating funds possible?
10. Is there a person who could be a "champion" and would work to make sure the partnership happens? (see **Tool 1-E: Consider Facilitators and Champions**)

[Adapted from: CDC National Breast and Cervical Cancer Early Detection Program. (2011). *Engaging, Building, Expanding: An NBCCEDP Partnership Development Toolkit*, Introduction, http://www.cdc.gov/cancer/nbccedp/pdf/toolkit/NBCCEDP_Toolkit.pdf; and the Labor Occupational Health Program. (2008).





As demonstrated in the case studies, it is important to determine each partner's appropriate level of participation. An individual's or organization's role and the ability to meet expectations of support and involvement should be considered when selecting partners. The following three levels of participation provide a way to define a partner's role(s) and clarify expectations:

Networking - the partner is willing and able to use their connections, websites, publications, and social media to gather and share information to advance the partnership's work.

Cooperating - the partner is committed to the overall partnership's goals and provides resources and activities to the partnership in support of the goals.

Collaborating - the partner is formally committed to sustaining the partnership and reaching its goals.

Early in your partnership, you can use these three levels and **Tool 1-F** to guide a discussion about the level of engagement partners believe is required for the effort and what they are able to commit. Or, if you have an established partnership you may use this discussion to refine and communicate your vision of the partnership to new partners.

1.4 PARTNERSHIP MODELS

Selecting a partnership structure

Case Study: The r2p Industry Partnership Model Applied in the Masonry Industry

Some partnerships are formed to address a specific hazard and then dissolved once their work is finished – a resource intensive undertaking. Rather than starting from scratch each time a hazard needs to be addressed or new research findings disseminated, the industry r2p model first used with the Masonry r2p Partnership [Partnership

Benefits to the partnership:

