

Advantages and Limitations of Partner Scoping

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| **Advantages of Prospective Partner Scoping** | **Limitations of Prospective Partner Scoping** |
| Conducting a thorough scoping process for partner selection ***will****:*   * …enable you to get a full picture of the widest possible range of potential partners by including multiple sectors (e.g., conservation, education, development) and types of organizations (e.g., government, local and international NGOs, academic/scientific institutions, community, multilateral banks.) * …generate initial information about potential partners’ work, geographic focus, comparative strengths, potential risk factors, and capacity to grow. * …document findings for current as well as potential future program needs * …reduce the risk of surprises such as capacity gaps that can arise during implementation. * …promote transparency, and start your partnerships on the right foot * …enable the team to reach agreement on key criteria prior to inadvertently giving different messages to prospective partners * …help your prospective partners understand the criteria and factors that drive your decisions to enter into partner relationships | Conducting a thorough scoping process for partner selection ***will not****:*   * …make the decision for you. Scoping is just one part of the decision-making process. * …necessarily get everyone on the same page. Scoping is a great way to introduce your program and your project goals to a broad range of people – but only if everyone on your scoping team conveys consistent messages. Having different people introduce your organization to a new area can create confusing mixed signals – so plan your introductory communication strategy first. * …always reveal the truth. Keep in mind that sometimes people tell you what they think you want to hear. Be trusting, but seek to verify preliminary conclusions as you do more in-depth work with your shortlist of potential partners. |