

Tool 1:

PARTNERSHIP READINESS TOOLKIT



The Partnership Readiness Toolkit is a reflection tool that helps organizations identify where they need to strengthen their partnership infrastructure and turn community trust into partnership capital.

Scoring Guide

Score	Meaning
1	Not Yet in Place
2	Emerging
3	Partially in Place
4	Strong
5	Fully Embedded

Pillar 1: Know Your Value

Community Trust Is Your Competitive Advantage

Key Question: What community problem are we uniquely positioned to solve?

Score	Description
1	We struggle to articulate our value proposition.
2	We know what we do but not what makes us different.
3	We can explain our value but inconsistently.
4	We have a clear and evidence-based value proposition.
5	We are recognized and trusted for solving this problem.

Pillar 2: Understand Their Interests

Great Partnerships Start with Shared Interests

Key Question: Can you connect community needs to private sector priorities?

Score	Description
1	We rarely think about business interests or how they relate to our work.
2	We know some corporate priorities but struggle to connect them to our programmes and mission.
3	We can identify areas where community needs and private sector priorities overlap
4	We regularly position our work around shared value and mutual benefit.
5	We consistently design programmes that address both community needs and private sector priorities.

Pillar 3: Demonstrate Impact

Can You Prove Your Work Works?

Key Question: If a company asked for evidence of your impact tomorrow, what would you show them?

Score	Description
1	We rely mostly on anecdotes and activity reports.
2	We collect some data, but it is inconsistent and difficult to communicate.
3	We have indicators and evidence, but reporting is not always systematic.
4	We regularly collect, analyse and communicate evidence of our impact.
5	We have strong impact measurement systems and can confidently demonstrate results.

Pillar 4: Build Trust Through Systems

Can a Company Trust Your Organization with a Significant Partnership?

Score	Description
1	Most systems are informal or undocumented.
2	Some systems exist but are inconsistently applied.
3	Core systems are in place but require strengthening.
4	Strong systems support accountability, compliance and reporting.
5	We have robust systems that inspire confidence among partners and stakeholders.

Pillar 5: Protect the Mission

Are You Building Partnerships Without Mission Drift?

Score	Description
1	We often pursue opportunities based primarily on available funding.
2	We consider mission alignment, but it is not consistently applied.
3	We assess alignment before entering partnerships, though funding pressures influence decisions.
4	We have clear criteria for selecting partnerships that support our mission.
5	We consistently build partnerships that strengthen our mission and protect community trust.

Partnership Capital Score

Know Your Value _____

Understand Their Interests _____

Demonstrate Impact _____

Build Trust Through Systems _____

Protect the Mission _____

Total Score _____ / 25

Results Interpretation

Total Score	Interpretation	What It Means
20–25	Partnership Ready	Strong foundations for meaningful private sector partnerships.
15–19	Partnership Potential	Basics in place but key areas need strengthening.
10–14	Infrastructure Gaps	Partnership infrastructure requires investment.
Below 10	Foundation Building Required	Strengthen systems, positioning and evidence before pursuing major partnerships.

**PARTNERSHIP
READINESS**

Toolkit

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