

# Building successful partnerships (workshop)

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**Draft Agenda**  
**25-26 October 2017**  
Zagreb, Croatia





## **Building successful partnerships**

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### **Outline**

Based on a number of requests from Interreg programmes and their Monitoring Committee members, Interact has initiated a series of events aimed at finding solutions to management challenges in Interreg Programmes. This event will be dedicated to one aspect of project quality; namely, successful partnerships. There is an assumption that successful partnerships are a key element in proper project delivery, both in content and in operational aspects. We would like to give programmes the opportunity to take a step back and think about what successful partnerships mean to them. What are the main challenges when building successful partnerships? How can these challenges be overcome?

During the workshop we will be working on developing a joint understanding of what is meant by successful partnerships in Interreg projects, and identifying the reasons why this is not always the case. Together we will identify existing and new solutions that programmes can use to encourage/discourage certain types of partners during the development and contracting stages of the project life cycle; all this with the aim of impacting the quality of the projects

### **Format of the workshop**

We foresee that the workshop will be based on contributions from all participants, in that they participate actively in discussions and present their programme practices. Interact will mainly facilitate the workshop and lead the discussion to conclusions that can be shared Europe-wide.

### **Who is it for?**

The event is intended for experienced Interreg programme staff, mainly from the Joint Secretariats, who are advising their projects during the development stage, as well as those involved in project assessment and implementation.

To ensure fair representation of participants from all over Europe, and secure the best possible outcome, we will limit the number of participants from each zone (north, south, east and west) and to one representative per programme.



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### **Timetable – Day 1**

**25 October 2017**

**09.00 – 09.30    Welcome and introduction**

**09.30 – 11.00    Session 1: Successful partnerships characteristics**

- What do we mean by successful partnerships?
- What is the difference between a successful partnership and a successful project?

*The objective of the session is to set up a joint understanding of what successful partnership means and to come up with characteristics of a "successful partnership" in an Interreg project.*

**11.00 – 11.30    Coffee break**

**11.30 – 13.00    Session 2: Challenges in building successful partnerships**

- What are the main challenges and obstacles in building successful partnerships on both, the project and the programme side (e.g. type of partners and their involvement)?
- Why some projects are more successful in building solid partnerships than others?

*The objective of the session is to identify the main reasons for partnerships not being as successful as they could be.*

**13.00 – 14.00    Buffet Lunch**

**14.00 – 17.00    Session 2: Challenges in building successful partnerships**

(continuation)

**Coffee break** (included)



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### **Timetable – Day 2**

**26 October 2017**

#### **09.00 – 12.30    Session 3: Programme practices to overcome the challenges**

How can programme rules and procedures influence the success of partnerships:

- Programme requirements which may affect the project partnership setup (both on the development and the contracting stage)
- Providing assistance to projects when building their partnerships (e.g. partner search methods) and during the implementation stage (e.g. support to problematic partnerships).

*The objective of the session is to identify programme practises that can contribute to building successful partnerships in Interreg projects.*

**Coffee break** (included)

#### **12.30 – 13.30    Buffet Lunch**

Please note that the event is planned for 1,5 days. However, the timing of each session given here is an indication only. The actual length of each session depends on the length of discussions and on participants' contribution.