

Partnerships dictionary

Why a partnership dictionary? To create a common language for partnerships across your organization. This dictionary is only an example, used by UNGP. You may have your own specific terminology which you may wish to use.

The dictionary entails the following sections:

[General concepts](#)

[Forms of partnerships](#)

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The general concepts are used as reference throughout the partnership journey.

The Forms of partnerships, types of partners and roles of partners are used to articulate more clearly your partner and partnership when:

1. building a new partner concept note/design document.
2. You can then refer back to your definitions and use them as indicators when monitoring & evaluating a partnership.

General concepts

Partner	An organisation with whom UNGP has (or intends to form) a formal relationship, for the purposes of pursuing shared goals
Partnership	The cooperative relationship (or entity/grouping) formed around shared goals of which UNGP is a partner, underpinned by a set of values or principles, involving diverse contributions, voluntary participation, commitment, collective action and mutual learning
Partnership Lead	The UNGP staff member accountable for the partnership journey. Can be someone from the partnerships team or any other team.
Project	

	The output or activity you do with partners.
Partnership journey	The conceptual phases of a partnership cycle, from ideation to execution
Account management	Approach to management of partner relations, including donors, to ensure a consistent and harmonised approach at network level
<u>Partnership concept note</u>	Document summarising the key elements of a partnership for review and approval by Steering Committee
<u>Partnership Design document</u>	Document co-created with the partner aimed at outlining the main features of the partnership (to be developed only upon approval of the partnership concept note by the Steering Committee)
Partnership Agreement	Legal document formalising a partnership, which can take several forms including amongst other MoU, letter of intent, UN to UN agreement, financial contribution, etc. ADD
Partnership/Funding Proposal	Document used for outreach purposes to partners and donors alike which summarises the key element of a partnership design document
Partnerships Steering Committee	Decision-making body over partnerships at UNGP, currently composed by the Leadership Team and the Partnership Specialist
Partnership core team	Core group of UNGP staff approached by the Partnership Lead for the initial assessment of a partnership
Partnership brokering	Core capability for UNGP and a dispersed function across the network - this means everyone has a role to play, and needs suitable skills and knowledge
Principal based partnership	All UNGP partnerships aim to be founded on agreed upon principles that outline joint ways of working & commitments, this could contain common worldviews & values.
Added value	All UNGP partnerships aim to create true value add to all partners involve. Value can be measured differently by each partner.

Legal pathway(s)	Legal processes for the execution of UNGP partnerships administered by UNOPS, UNDP or the UN Secretariat (i.e. OLA)
Resource mobilisation	Structured process through which UNGP explores and build new partnerships, manages a portfolio of existing relationships and positions itself as a partner of choice on innovation through communication and outreach targeting donors
Strategic partnership	Partnership having a strategic relevance for UNGP as a network like those having broader implications for the UN system, global coverage, or particular political sensitivities
Global Partners	Partners that are active in more than one country and region of potential interest for UNGP partnerships. These could be amongst other UN agencies, IOs, regional organisations, IFIs, MNEs and international CSOs. Also philanthropists can be considered global partners.

Forms of partnerships

1:1 partnership (i.e. UNGP with one partner)	Partnership involving UNGP with one single partner.
Multi-stakeholder partnership	Partnership involving UNGP and multiple partners, with a collective agreement)
Consortium / alliance	Partnership where organisations join together in an area of common interest
Network	Partnership involving a group of three or more organizations that decide to collaborate, share resources, and otherwise work together

Types of partners

Private sector	<p>The private sector is defined as a part of the economy composed of both individuals and companies, which are not owned by the government, and that operate with the primary goal of making profits.</p> <p>The following sub-groupings can be identified: Multi-National Enterprises (MNEs), start-ups, accelerators, micro-small and medium enterprises- MSMEs, individual entrepreneurs.</p>
Civil society sector	<p>The civil society sector, otherwise defined as third sector, comprises all entities that are not part of the public sector nor of the business sector. These could be individuals, formalised as well as non-formalised groups. Note- officials in their private capacity are also part of civil society. Examples of civil society organisations (CSOs) include amongst other think-tanks, non-governmental organisations, community organisations, faith-based organisations, civic groups and associations, charities.</p>
Public sector	<p>The public sector indicates the part of the economy that is controlled by the state. Partnerships with the public sector can include a variety of entities, including governments, public bodies, diplomatic representations, national development agencies, national development banks, as well as military institutions.</p>
Multilateral organisations	<p>International public organisations comprising regional organisations, multilateral development banks, international organisations (for UNGP purposes UN entities are grouped as a separate category).</p>
Foundations	<p>Institutions, generally established by wealthy individuals, to make grants and other contributions to organisations or individuals for charitable purposes. They provide support to specific areas of work and/or geographies set by their founder and/or Board, for example, health, education, environment, development and humanitarian aid, scientific research, arts and culture. There are different types of foundations, including independent, corporate family,</p>

	community, and operating foundations. ¹
Academia	All entities dealing with higher education, including research and advisory. While academia, according to its registration status, could be part both of the public, civil society or private sector, for UNGP partnership purposes it is treated as a separate type of partner.
UN entities	All entities, including UN agencies and other UN structures, related to the UN system

Contribution of Partners

While partners can play more than one role in a partnership, it is important to still identify the types of roles that a partner can play within a partnership. The roles are often related to the expected results a partnership aims at.

Donor (cash)	The partner provides a financial contribution to the partnership
Technical expert	The partner is an expert in a subject matter and contribute to the partnerships by sharing its technical expertise
Recipient	The partner commissions services or products from UNGP (e.g. a government can be the first level beneficiary of an innovation product).
Broker/enabler	The partner is involved for its convening capacity of third parties.
Data provider	The partner is mainly creating or providing access to data.

¹ Operating foundations are for example those running a zoo, a library or a research facility, namely foundations that are focused in a sustained manner in the operation of a specific activity.