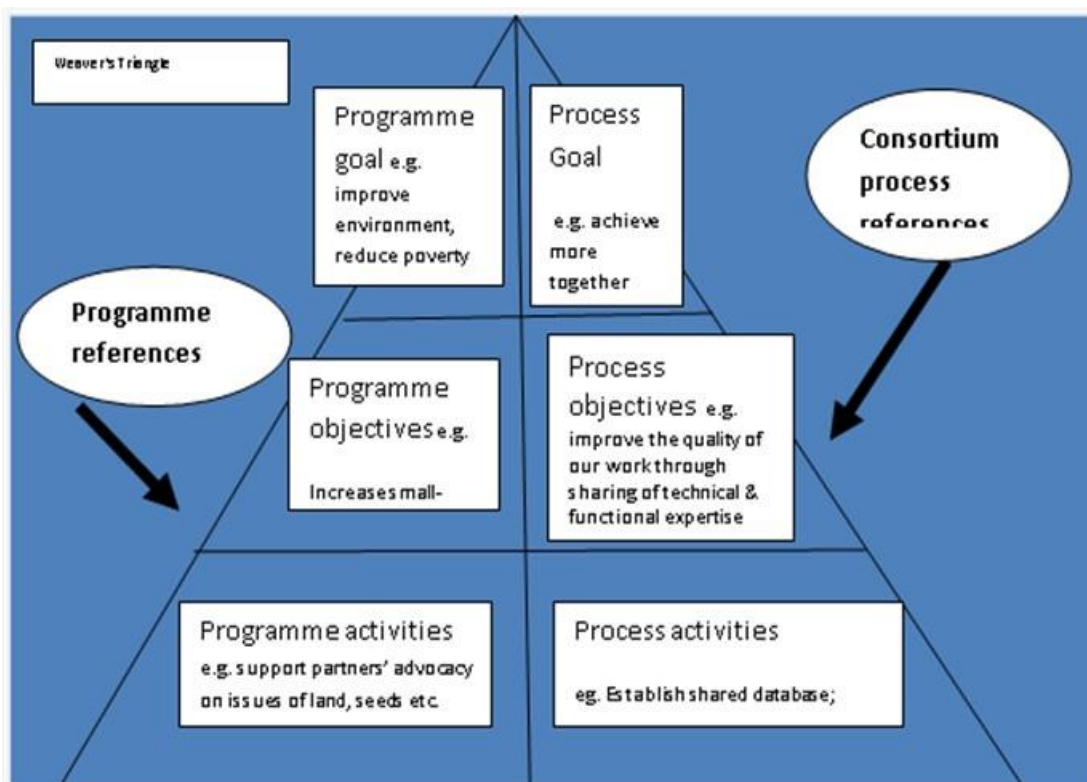


## Working in Consortia

### *Clarifying expectations*

Whilst members of a consortium may dedicate a great deal of time and effort in ensuring clear *programme* expectations (aims, objectives etc), there may be less recognition of the advantages of clarifying the *process* expectations. The use of a tool like the adapted Weaver triangle (below) can help in drawing out and making explicit the desired goal, objectives and activities of the *process* of the Consortium relationship, as well as those of the programme itself. It aides the simultaneous expression of what you want to do together alongside how you will do it:



This tool was used in the facilitation of a consortium development process with Farm Africa, Self Help Africa and Africa Now in 2013.

The experience of the consortium in identifying the 'process' side of the triangle produced the following output which was then incorporated into the Memorandum of Agreement:

**OVERALL AIM (of consortium process):** To become, and be recognised as, leaders in supporting smallholders (our niche)

**PURPOSE:** With the PPA resources achieve more together than we can individually (as between two we have a critical mass, and the two have a shared vision)

**OBJECTIVES:**

- To improve the quality of our work:
  - through sharing of technical and functional expertise and experience;
  - using evidence to improve learning.
- To manage the grant effectively
- To leverage additional resources (both individually and jointly)
- To seek the most efficient ways of working (increased efficiencies, decreased duplication)
- Proving the model of consortium working