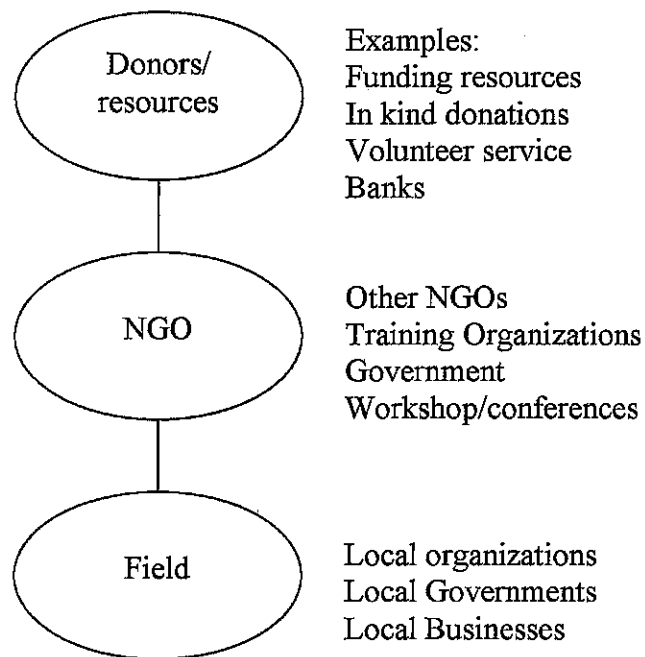


## CREATING AND IDENTIFYING RELATIONSHIPS THAT BUILD YOUR ORGANIZATION'S CAPACITY TO WORK EFFECTIVELY IN THE FIELD

Create a chart of the different relationships your NGO has on these three levels:



### KEY QUESTIONS:

- What are the most important relationships your NGO has?
- What are the critical issues in those relationships?
- What is holding your NGO back from creating more or deeper relationships?
- Which relationships have improved over time?
- Which relationships have failed and what underlying factors may have caused them to fail?
- How would a business or a corporation view its relationships in comparison with how an NGO should view its relationships?
- From this discussion, what is your understanding of the way these relationships can build your organizations capacity to build the capacity of other people?