FORMATION PHASE

Articulate social problem in focus
Identify types of social problem frames

Determine partner intentions
Identify organizational motives and missions

Assess visibility compatibility
Identify the type and extent of partner´s visibility

Map the collaborative value portfolio
Position collaborators on the collaboration continuum

Detect partnership champions
Identify appropriate staff to champion the relationship

SELECTION PHASE

Map linked interests
Ascertain what constitutes value for each partner

Determine value of resources
Assess resource directionality, resource complementarity, and resource nature

Recognize organizational capabilities
Identify organizational characteristics

Develop partnership criteria
Assess operational complementarity

Conduct risk-assessment processes
Assess potential sources of value loss

IMPLEMENTATION PHASE

Experiment
Set up structures and processes for co-creation of value

Operationalize
Gradual stabilization of processes and structures

Evaluate
Gradual stabilization of processes and structures

Exit or continuation strategy

INSTITUTIONALIZATION PHASE

Embed
Routinized structures, processes, and programs

Value Frame Convergence
Relationship mastering, overcoming of crisis situations

Organizational Institutionalization

Organizational Institutionalization

Collaborative Governance
Gradual stabilization of processes and structures

External Institutionalization

Industry Connections
Citizen Groups
Nonprofit Organizations
Public Sector Connections

Internal Renewal

External Renewal