

Partnership codex

This document has been defined to be the appendix I of the agreements forms.

Introduction

The aim of the FORTUNE framework is to support and improve user involvement in European and national R&D projects. We hope that such a co-operation will be beneficial for the projects, the partners in the project and finally the end-users of the products of services.

Partnership

The co-operation will be based upon the spirit of partnership and will have a positive approach. Partnership means the state of being of a person or organisation who shares or takes part with others in a project or business with shared risks and profits. (cfr. The Concise Oxford, 1990)

Partnership can be viewed as a key notion of the FORTUNE framework. This idea enables us to connect two worlds: R&D with Users.

The idea 'partnership' has different aspects:

Who is partner?

What is partnership?

The FORTUNE framework define partnership as a common affair and a challenge that supposes a necessary contribution of different parties. Form the point of view of the FORTUNE framework the own contribution of the partners and the responsibility for the quality of the contribution has to be emphasised. Common affair means to share a positive attitude with respect and recognise equal status.

Somebody can make his/ her specific personal contribution when S/he is responsible for this contribution and s/he receives a retribution.

Importance of partnership in FORTUNE

The central quest and challenge of the FORTUNE framework is to bring together user expertise and technical expertise in mutual recognition where both parts provide their specific knowledge. The aim is to achieve the best progress and result in R&D projects.

Different roles

- Partnership supposes different roles.
- Each projects has it's own specifications.
- The partners are acting based on own expertise, experiences and background.
- The contributions are different.
- Therefore it is important to achieve consensus about roles and contributions before and starting reflecting a form of co-operation. It is very useful to reflect on the co-operation during a project.

Communication

- A good communication between the partners is a necessary pre-condition for having a successful partnership.
- Communication is always interaction between persons with different experiences, skills and background. Each partner has his/ her own terminology, concepts and his/ her own ways of interaction.
- Communication in a project challenges partners to build up a common level of knowledge and understanding.

Attitude

- Partnership is asking for a co-operative attitude
- Partners have to be constructive in their approach and loyal towards to their common affairs they are working for. It is always helpful to be self-critical to the own contribution and action.
- A motto for successful partnership: Looking for solutions, not for problems.