

SESSION 5: MEMORANDUM OF UNDERSTANDING (MOU) AS A TOOL TO FOSTER COLLABORATION

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Chisinau, 25 February 2020

Exercise

In pairs discuss the benefits of cooperation and share an example of successful cooperation you have been involved in (10 minutes)

Words of the previous FAO DG

Working together does not necessarily mean that we agree on all points. The important thing is to know that we share a common goal

Our differences are not an element of division, but rather help us to enrich and complement each other to achieve more and better results.

Why Partnership?



We agree on our diversity....

- Successful partnerships result from different organizations working towards shared goals.
- Working together does not mean that parties must share the same positions, visions, or outlooks.
- **Partnerships should be based on a common goal**

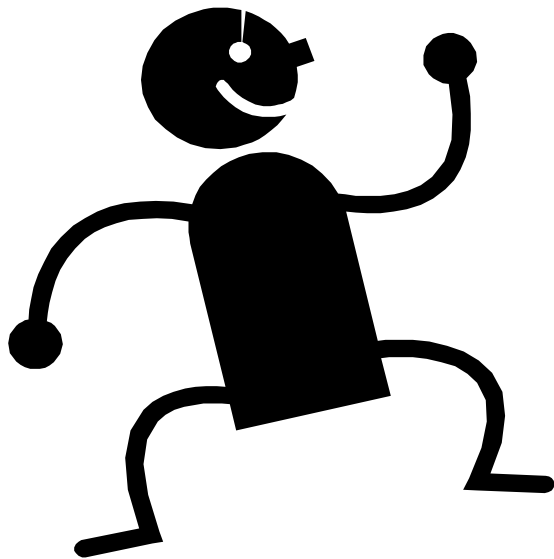
Why Partnership?



Tell us about what you are doing...

We'll tell you about what we are thinking...

Let's figure out how we can add value together...



Why Partnership?

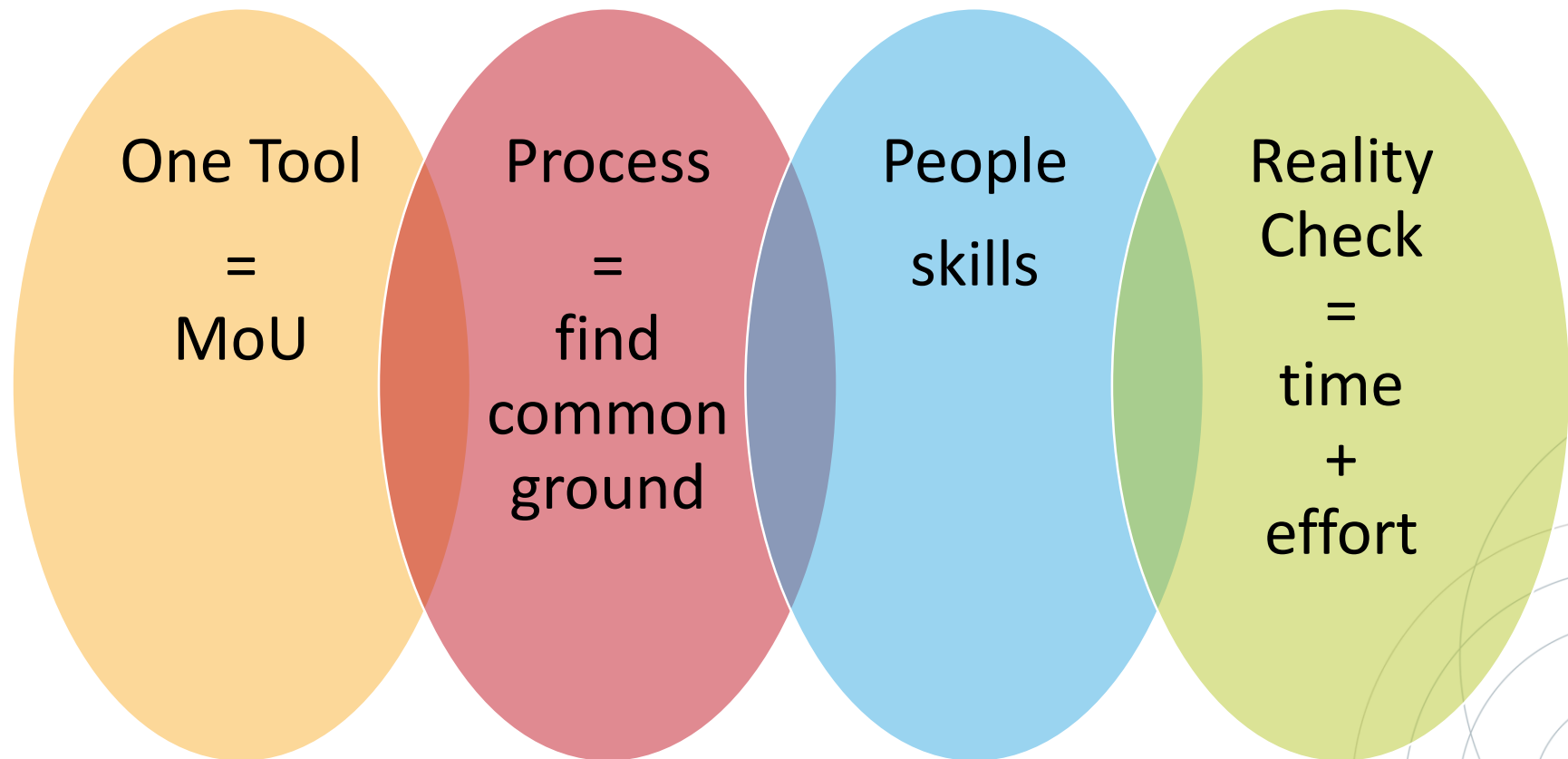


A strategic partnership is focused on something...

- Innovative
- Cannot be done by yourself
- Does not initially require funds

Why Partnership?

Successful partnerships or cooperation



How to partner

A tool: the MoU - What is it?

An MoU is an agreement between two or more parties which express the intention of working together, collaborating, partnering.



Basic structure of an MoU

- Naming the parties with their description
- Background - why it is important
- Objectives
- Areas of collaboration
- Duration
- Conditions for termination

Process

1. Find common results, common objectives
2. Think about types of collaborative work
3. Cultivate and engage as much as possible



How to partner



Skills

1. Clear communication
2. Active listening
3. Negotiating
4. Patience and respect
5. Constant regular contact

How to partner



Reality Check

1. Time
2. Commitment
3. Motivation
4. Effort

So why do we do it?

Remember the BENEFITS!

How to partner

Example FAO: 6 areas of collaboration or partnerships

1. Field programming
2. Knowledge sharing & capacity development
3. Joint mobilization and use of resources
4. Policy dialogue
5. Normative activities
6. Advocacy & communication

Example 1: FAO - ICA

Knowledge sharing and capacity development

- FAO and the International Cooperative Alliance
- FAO partners with ICA to generate and promote exchanges of knowledge and good practices of cooperatives as sustainable and inclusive enterprises in the food and agriculture sector.
- ICA :Highlights innovative models of cooperatives, including those that foster inclusion of women and youth in these processes.

Example 2: FAO - UPADI

Field programming

FAO has a current partnership with The Union of Producers Organizations of Quebec – development International. Common areas of work

- Strategies for organizational development for farmer organizations
- Develop tools to foster collaboration among farmer organizations



Bringing Organisations & Network Development
to higher levels in the Farming sector in Europe



This project has received funding from the European
Union's Horizon 2020 research and innovation
programme under grant agreement N° 774208

Questions?

Thank You for Your Attention!