



## **Case Study 6: Building an Alliance /Coalition**

### **Context**

•20 representatives of International NGO's [Non Governmental Organisations] forming as a coalition.

### **What they wanted**

- To jointly develop vision and agree objectives for the Coalition for 2010 that gives the focus for a three year plan with a clear and compelling direction that engages and motivates partner agencies.
- Agree who will be responsible for taking elements of the three year plan forward
- Ensure participants are fully briefed and gain an insight through mapping links: media , research and policy, parliamentary strategy

### **What we agreed to do**

- We facilitated a series of meetings that built trust and communication between the NGO's
- In these we used 1:1 appreciative interviews to acknowledge strengths; develop trust and build a shared vision
- We also used visual mapping to identify key external dates and agree priorities and milestones
- This process uncovered an apparent disconnect between policy and advocacy [lobbying] and when they addressed this, it increased their impact significantly

### **Outcome**

A demonstrably stronger coalition with full commitment from all members. Greater impact by the coalition on national policy making.

### **Coalition Co-ordinator**

*"Extremely well facilitated and received by participants – I got a number of appreciative messages of thanks for the workshop. I particularly appreciated your calm and methodical facilitation style and your ability to adapt to circumstances as they changed throughout the course of the event. It was particularly impressive that you managed a group of such strong and diverse opinions so effectively! We achieved not only our core aims but were also able to promote a renewed sense of purpose in the coalition and a professionalism which is now bearing fruit as members are taking a much more systematic approach to their engagement with the work of the coalition"*

***We respect the confidentiality of our clients. For this reason we do not identify organisations in these case studies. They are however real and illustrate the work of Summerhouses: people and development***

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