COLLABORATING IN THE SOCIAL SECTOR
SURVEY FINDINGS

BACKGROUND

An online survey of 160 non-profit leaders was undertaken between December 2020 and January 2021 to understand the sector's mindset towards collaboration and the practices in place for partnerships.
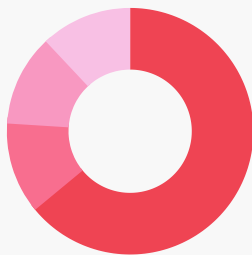
RESPONDENTS

73% CEO/Executive Director/Founder

18% Senior Leadership Team Member
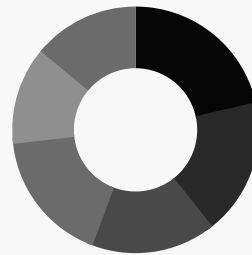
9% Board Member

OPERATING YEARS

55% more than 15 years

22% between 10 and 15 years

15% between 5 and 10 years

7% less than 5 years

ANNUAL EXPENDITURE

64% under 2 crores

12% between 2 and 5 crores

12% between 5 and 10 crores

12% above 10 crores

DOMAINS

115 in Education

96 in Health

88 in Integrated Community Development

94 in Livelihood

75 in Other

69 in Youth

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FINDINGS

The statements below refer to non-profit leaders' perceptions and practice of collaboration.
Note: Collaboration is a process through which multiple stakeholders formally or informally work together to achieve either a short-term or long-term common goal.

## Statements and percentage of agree and strongly agree responses:

95% Collaboration is essential to achieving sustained impact

89% Collaboration becomes easier if practical limitations were fewer

74% It's sometimes hard to let go of a programme you've built

70% My organisation's social impact is dependent on working together with other NPOs

77% Other non-profit organisations are willing to adopt and adapt my organisation's programme(s) to increase social impact

91% I am willing to adopt and embed another non-profit organisation's programme to enhance my organisation's social impact

91% There are opportunities to collaborate with non-profit organisations in order to achieve my organisation's mission

96% It is possible to scale programmes through collaboration

39% It is hard to allocate enough time for collaboration

91% Every collaboration should have clear outcomes

88% Finding the right partner(s) is the most challenging when collaborating

78% Collaboration needs additional human and financial resources to make it possible
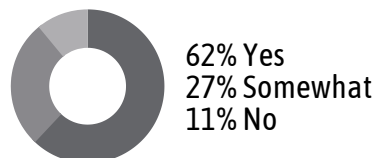
FINDINGS

The statements below refer to non-profit organisations' views of using partnerships for scaling programmes. *Note: A 'partnership' is a formalised relationship between two or more non-profit organisations to strengthen or scale successful programmes for sustained positive impact.*

Scaling programmes through partnerships is integral to my organisational strategy

53% Yes
29% Somewhat
18% No
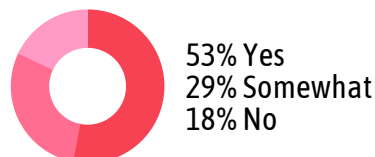
My board is aligned on the need for including partnerships as an approach to scale our organisation's programmes

62% Yes
27% Somewhat
11% No

My CEO/ED/Founder is aligned on the need for including partnerships as an approach to scale our organisation's programmes

74% Yes
20% Somewhat
6% No
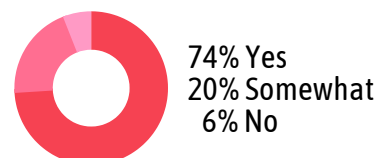
My Senior Leadership Team is aligned on the need for including partnerships as an approach to scale our organisation's programmes

68% Yes
25% Somewhat
7% No
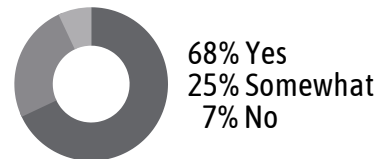
The statements below refer to actions taken by non-profits to promote collaboration, internally. *Note: A 'partnership' is a formalised relationship between two or more non-profit organisations to strengthen or scale successful programmes for sustained positive impact.*

My organisation provides time in the calendar for different teams to share their successes and challenges with each other

43% Yes
46% Somewhat
11% No
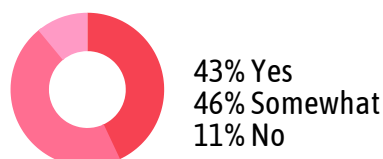
My organisation provides time in the calendar for different teams to problem solve together

43% Yes
44% Somewhat
13% No
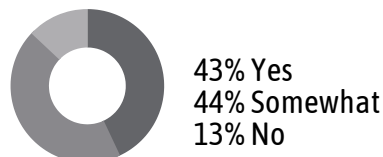
My organisation includes collaboration related metrics in performance appraisals e.g. listening skills, team work, cooperation

39% Yes
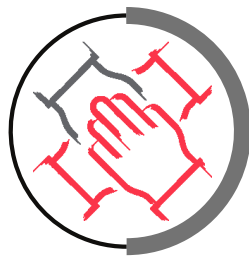41% Somewhat
20% No

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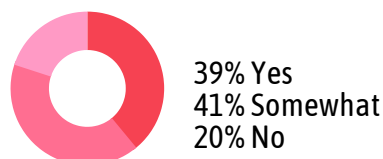
FINDINGS

TOP 3: WHAT WENT WELL IN PARTNERSHIPS?

Expand reach / scaling up
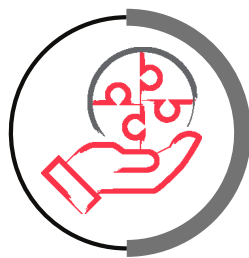
Relationships

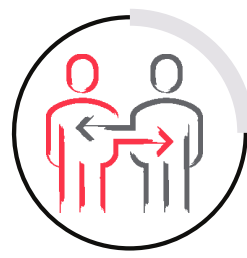Integration of expertise and core capabilities

TOP 3: WHAT COULD HAVE BEEN BETTER WHEN PARTNERING?

Financial resources

Process

Sharing and learning between partners

TOP 3: WHAT BARRIERS EXIST, THAT PREVENT COLLABORATION?

Financial resources

Credible partners

Talent with partnership expertise

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