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## North-South Collaborations: A Conceptual Roadmap

This chapter proposes three fairly simple conceptual tools which may provide outgoing N-S collaborators with a useful framework for sorting out the complexities of the world they are entering and for understanding what the collaborative process might ideally represent. The first model relates the collaborative relationship between individuals to the larger picture of project organization and the environmental influences which shape it. The second model attempts to illustrate the ideal process over time that should occur in a successful collaboration, that is to say, how ideally everything should result in human resources and institutional development. A third model zeroes in on the dynamics of the interactions between individual collaborators themselves and how this is linked to achieving a partnership approach to their work together.

### 7.1 NORTH-SOUTH COLLABORATIONS AND THEIR SETTINGS

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Figure 2 provides a means of illustrating the many factors which influence the quality of N-S collaborations such as technical cooperation, NGO operations, and business partnerships. The figure displays three circles, with the collaboration itself, or the "relationship between individuals" that takes place, at the centre. This location reflects the fact that this relationship between people is always the culminating point of these activities, although of course it is influenced greatly by its settings. The larger circles therefore represent the "immediate project or institutional context" for this interaction of individuals, and then the "environ-