



## TOPICS

The Stave Churches

The Ruin Conservation Project

Archaeological monuments

Urban Development

### International activities

International Project News

### EEA and Norway Grants

The EEA Grants and Cultural heritage

Why participate in bilateral cooperation?

### How to find a partner?

Advice on partnering

European cooperation

Conventions

Climate Change and Cultural Heritage

Cultural environments

Polar heritage

Indigenous groups, national minorities and cultural remains

Norwegian World Heritage

Cultural heritage protection strategy up to 2020

## How to find a partner?

Productive partnerships are essential for successful bilateral projects. How do you find a good partner for realising your ideas?



Hå gamle prestegard has cooperated successfully with one of the Estonian manor schools. Estonian experts have provided advice and assistance on the restoration and maintenance of Obrestad lighthouse, and in return staff at Hå have produced a report on ways of using the manor school for cultural events and attracting visitors. The project was funded through the EEA and Norway Grants. Photo: Lene Buskoven, Directorate for Cultural Heritage

### Consider what ideas you want to realise

An EEA Grants project is an opportunity to get finance for realising your organisation's visions. What project ideas do you have lined up? If you can answer this question, it will be easier to find good cooperation partners in time.

Both partners should get something substantial out of the project, so it is important to find a partner that shares your interests and goals.

As a rule, the main activities (for example, restoration) must be carried out in the Beneficiary State, but other than that there are no guidelines for project activities.

### Check the call text

Remember to check that your project proposal ties in with the call for proposals. Information about calls for proposals is published at [www.eeagrants.org](http://www.eeagrants.org). The call text also provides details of contacts who can answer questions about partnering inquiries within Norway, Iceland and Liechtenstein, in addition to the Beneficiary State.

### Contact potential partners well in advance

The earlier, the better. This gives you time to discuss the content and budget of the project, and allows both partners to be involved in all stages of the project, including the application stage.

### Use your own (or other organisations') networks

Successful partnerships are often achieved through cooperation between organisations that share interests or are members of the same networks. What networks and contacts do you have?

- Do you belong to any thematic, regional and/or international networks? Networks of this type often have a secretariat that will be pleased to assist by putting you in contact with relevant contact points within Norway and other countries.

- Is your municipality or region twinned with a counterpart in one or more of the Beneficiary States? Call and ask! Useful contacts can often assist in finding relevant partners within their area.
- Have you encountered organisations or initiators that inspired you at international conventions? There is every chance that your organisation has visions and missions in common with them. Contact them directly!

#### Attend match-making and information meetings

Match-making seminars and information meetings are held regularly in and outside Norway. Attending these events improves your chances of meeting suitable partners face to face. A benefit of these sessions is that many of the delegates often have very promising proposals lined up.

Funding may be available to cover the cost of attending these events.

#### Use social media

The EEA Grants Culture Facebook page managed by the Directorate for Cultural Heritage and Arts Council Norway publishes updates on EEA funding opportunities. This page is in English and has both Norwegian and English-language followers. Here you can post partner-search notices advertising your project proposal.

#### [EEA Grants Culture Facebook page](#)

#### Publish information in English on your website

Websites that only provide information in your language make it difficult for prospective project partners to determine your suitability for a project. We therefore strongly recommend that you publish information on your website in English to explain who you are.

#### Think carefully about your proposition to a potential partner

- You should make special reference to the following topics when contacting a potential partner:
  - What is the theme of the project? Be as specific as possible.
  - Context: What is the value of your project for you as an organisation and for other target groups? How does it tie in with the call for proposals?
  - What type of organisation are you looking for? Are there any common links/networks?
  - Time schedule: Be as specific as you can about your envisaged timeframe. This will help suitable partners assess whether and how they can contribute.
  - Focus on areas where there is potential for sharing competences.
  - What competences does your organisation have and what competences are you seeking?
  - Photos: If one or more sites/monuments are focal for your project, post photos. This makes it easier to convey your project proposal.
- Be specific. Proposals that are too generalised risk being overlooked. If your project proposal is too general, it may be difficult for prospective partners to see what they can contribute to the project.

The project proposal, the activities and the budget must be drawn up jointly in advance of, and during, the project. Norwegian entities must not be passive partners.

#### More information

<http://eeagrants.org/Partnerships/Participate-in-projects>

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