



One of The Institute's **worksheets** series, to help you improve your leadership skills and capability, making you a better leader

This worksheet, based on the Spotlight 'Partnership Working,' will help you focus on the benefits and challenges of partnership working and a leader's approach in managing partnership expectations.

You should take approximately **two hours** to complete this worksheet and read the accompanying Spotlight

What is Partnership Working?

“Good partnerships begin with understanding the end game. What is the shared vision that is the guiding North Star of the partnership? Is it to cross-sell into each others' customer base so you both gain incremental revenues? Are you combining your technical skills to develop a new product? The aligned vision is the glue that holds the partnership together.”*

Do you agree? What do you understand by 'aligned vision'? What else do you feel needs to be aligned to ensure a successful partnership?

Use the space below to explain what you understand by 'partnership working':

Benefits and Challenges of Partnership Working

Underpinning a partnership approach with widespread cross-collaboration can ensure initiatives are coherent and integrated to tackle problems. Recognising qualities and competencies and finding new ways of working can bring many benefits from partnerships, although partnerships can present challenges.

Use the spaces below to outline 1) the benefits to be gained from each of the models of partnership working and 2) the challenges posed by each model that need to be overcome if it is to be successful:

	Networking Model	Consortium Model	Referral Systems Model	Multi-Agency Working Model
1				
2				



Worksheet

Stakeholder Engagement: Partnership Working

Identify four challenges that may be faced by your own organisation, or is currently faced by your organisation, in partnering with another organisation:

Challenge:			
Why this is a challenge:			

Partnership Management

It is worth taking time to find out as much information as possible before a partnership begins; each potential partner needs to assess the risks and rewards to be gained from a partnership.

Use the grid below to rank potential risk to your organisation in order of importance 1-7 (1 highest, 7 lowest) and explain the reasons for your rating:

	Rank 1-7	Why?
Reputation		
Ethics		
Loss of autonomy		
Conflict of interest		
Resource investment		
Implementation challenges		
Communication		

Review Write a tweet to explain why "you need to collaborate to be successful in business:

*Watenpugh, N. (2018) **Better Together: The 10 Ingredients Of Successful Partnerships**

www.forbes.com/sites/forbessanfranciscocouncil/2018/10/24/better-together-the-10-ingredients-of-successful-partnerships

All references are cited in The Institute of Leadership (2018) 'Spotlight on Partnership Working'