

# 10 Questions for

## *Successful Partnering and Collaboration*

Ask yourself and ask your partner...

1. What can we achieve together that we can't achieve alone?
2. What does success look like?
3. What will each of us contribute?
4. What do we expect to gain?
5. Who are the customers and other key stakeholders?
6. Who will do what to achieve our shared goals?
7. What are the agreed rules of the game, or principles we'll follow?
8. How will we monitor and review performance – operational and relationship?
9. What risks do we need to jointly manage?
10. How do we communicate this relationship internally and externally?



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