

10 Risks to

Successful Partnering and Collaboration

Why things go wrong...

1. Lack of clarity about why you are doing it together
2. Senior managers not engaged and active participants
3. Key people really don't buy in to the approach
4. Inability to deliver on the deal, e.g. through lack of capacity or capability
5. Lack of strong leadership and commitment
6. Poor communication and sharing updates
7. Not enough time spent talking and seeking to understand each other
8. Circumstances or expectations change, and the relationship doesn't change
9. Team members don't understand how the relationship works
10. Trust is undermined and not restored.



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