

THE VALUE EXCHANGE



This worksheet: Is used to record the exchange of value between parties. It registers both Contribution and Return – or more simply, what each partner puts in and gets back.

What? This worksheet is a core focus for the partnering process. It is crucial to ensuring that there will be a fair and valuable exchange. It can be used at various stages of the relationship:

- } compare potential partners in terms of the value you could each bring and receive
- } use as a basis for initial sharing of perspectives and aligning understanding about what each contributes and expects in return
- } negotiating the detail of each party's contribution and expected return
- } exploring the potential exchange and what the parties can jointly create
- } recording and subsequently monitoring the exchange.

How? Potential relationship

Complete the form from your own perspective as a basis for reflections and review. This may be done multiple times if you are comparing prospective partners as part of your selection process.

You may also have the other party provide input and their perspectives. It is particularly useful to get each party to explore and present to the other:

- a) what they contribute
- b) what their expectations are of the other party (or parties).

Reviewing the actual and potential exchange is powerful for a relationship. For example, by reviewing the contribution columns the parties can explore what else can be created or achieved using their collective contribution.

How? Existing relationship

When you are in a newly formed or an established relationship, it is ideal to complete this collaboratively at this stage of the relationship. With both parties openly sharing their views on what each will contribute and gain in return.

One means of developing this is in a joint team session in which each party is asked:

- a) what they contribute
- b) what their expectations are of the other party

Presenting this to each other will generate discussion and a final version of the table can then be developed. This is one means of testing assumptions and ensuring aligned understanding about each party's expectations.

Notes: The Value Exchange Table is best worked on together in a workshop context where the perspectives can be shared and discussed.

Areas of value to consider are:

- } people and expertise
- } product or services
- } knowledge and intellectual property
- } Systems and processes
- } Financial
- } Market
- } Customer

When completing this form, consider the need for it to be used as an ongoing management tool.

The more detail you include, the more useful it will be in monitoring the ongoing success and meeting of expectations regarding what each party will contribute and receive.

"We make a living by what we get, but we make a life by what we give."
Winston Churchill

THE VALUE EXCHANGE TABLE

In the Relationship between:

(Party A) _____ and (Party B) _____

Party A - Puts In	Party A - Gets Out	Party B - Puts In	Party B - Gets Out



There is not always (nor should there necessarily be) a direct link between what one puts in and the other gets out.