

The Partnership Advantage | Organization Self Assessment



How well does our organization ...

	Poor Performer	Below Average Performer	Average Performer	Nearing Benchmark Status	Benchmark Status
1. Do we use a partnering approach versus vendor management mindset?					
2. Do we catalog the top 10 vendors or partners critical to executing your strategy?					
3. Do we assess the health of each partnership? Choose an assessment with a holistic view of the dimensions of partnerships and cultures. <i>Note: The Dennison Model is a sound and scientific approach referenced in this book.</i>					
4. Do we integrate individual assessments into a portfolio or canvas view?					
5. Have we selected 1-2 partnerships to test an iterative process for improving the health of each partnership before creating a partnership roadmap?					
6. Do our partnerships value mission outcomes (e.g., revenue growth, OPEX reduction, membership growth, etc.) over project-based outcomes (e.g., on time, on budget, on schedule)?					
7. Do we have a partnership roadmap? Think long-term, consolidation and simplification of partnerships whenever possible.					
8. Do we co-author and implement a "Partnership Plan" with each partner and track progress against these plans?					
9. Do we co-author and implement a "Partnership Pledge" with each partner and hold each other accountable?					
10. Do we make regular investments in the education of our executive team and other key stakeholders (e.g., Board of Directors, executive team, etc.) to grow a partnering mindset?					