

## Identifying Promising Partners

Partnerships are most effective when they have brought together the best set of partner organizations and people. For that reason, it is important to identify what types of partner organizations would best complement one another to address the challenges at hand.

**Directions:** Check where your potential candidates have the necessary criteria for partnering below. If you can't check the criteria below, what data do you still need that could be helpful in your decision-making process?

Criteria for Identification of Potential Partner	Notes on Potential Partner (e.g., areas of strength and concern, additional research)
<b>Partner Motivation</b> <ul style="list-style-type: none"> <li>• The motivation for this partner to join us is clear and positive</li> <li>• They speak to a commonly understood purpose &amp; outcome</li> </ul>	
<b>Partner Expertise</b> <ul style="list-style-type: none"> <li>• Partnership member's expertise does not significantly overlap with other members' areas of proficiency</li> </ul>	
<b>Willingness to Collaborate</b> <ul style="list-style-type: none"> <li>• This partner articulates the willingness to collaborate and share control while working toward the mutual benefit of all partners.</li> <li>• They have demonstrated the behaviors of true collaboration active listening, open and transparent sharing of information and engaging in genuine respectful dialogue in meetings leading to partnering</li> <li>• Capacity to enable partnering (i.e., partner has sufficient IT infrastructure)</li> </ul>	
<b>Background/Reference Check</b> <ul style="list-style-type: none"> <li>• Partner has good record</li> <li>• Annual report, website, fact-finding indicate organization is fiscally sound and has a good reputation in the community</li> </ul>	
<b>Senior Management Support</b> <ul style="list-style-type: none"> <li>• Partnership is supported by the organization's leadership</li> <li>• Leadership avails partnership of supports such as staff time, technology, meeting space, etc.</li> </ul>	