

## Understanding Partners

If you work with organisations in a partnership, what do you need to know? The following series of statements outline some of the key areas that you should be aware of. Take 15 minutes to work through this table, and if there are any areas you feel you could improve your knowledge, then indicate what action you will take.

<b>For each organisation, do you know:</b>	<b>Yes, no, or partially</b>	<b>Action Required</b>
1. What authority your partner representatives have to make decisions?		
2. Where their funding comes from?		
3. What their structure is?		
4. What resources they really have access to?		
5. What values the partner organisation has?		
6. To whom they are accountable ?		
7. What their current objectives and targets are?		
8. How these objectives relate to the partnership?		
9. What their history of partnership working is?		
10. What their culture is like?		
11. What risks they need to manage?		
12. Where the power lies in the areas that you deal with?		
13. What success would look like to them?		

14. What is most important to them as partners?		
15. What failure would look like to them?		

Now take 15 minutes to answer the following questions:

1. What three pieces of information from the table above, that are most important for you as a partner?

1.	
2.	
3.	

2. What are the implications of these for you as a partner?

1.	
2.	
3.	