

# partnership start-up

Great partnerships work at two different levels - organisational and interpersonal. Contracts may be signed and targets and schedules agreed, but that in itself does not guarantee that partners will be able to pull together to deliver.

Our start-up sessions are all about creating real alignment and understanding at a leadership level, to the point where partners can begin the job of developing a robust and interdependent partnership culture. We help partners take the conversation beyond the easy stuff and to begin to relate to each other with the openness and trust that will be the key to success when the project is running at full speed.

Why waste time in a partner relationship learning from mistakes, when you can put yourselves on the right footing from the start?

**Who is it for:** Leadership Teams looking to build successful multi-stakeholder partnerships

**What to expect:** A carefully tailored programme of initial engagement with each partner, followed by a one or two day off-site event to allow people to get to know each other, explore the mission and purpose of the partnership and develop the building blocks of a successful working relationship.

## Outcomes:

- Clarity on mutual expectations between partners
- Alignment behind purpose and mission
- Stronger working relationships
- Better morale and improved energy

"Our success has really been based on partnerships from the very beginning."

Bill Gates

