



Worksheet

Complete this tool to help you determine the best partners for your organization as well as identify those that may not be a good match.

1. Does this partner share our guiding principles?	
2. Do this partner's core competencies, knowledge, and skills complement ours? a) What will <i>we</i> gain by working together? b) What will <i>they</i> gain by working together?	
3. Does the role that we would play with this partner leverage our competitive advantage? In what way(s)?	
4. Do we share agreement with the proposed partner on substantive policy goals and desired outcomes?	
5. Are the partners' and our organization's proposed roles defined in a way that is clear, measurable and time limited? What is the time horizon for the partnership?	



6. Can we find the resources required to work together?

- a)** If additional funds need to be secured, who will take the lead on fundraising?
- b)** How will funds be managed (proposal writing, budget management and reporting)?

7. Will the financial and human resources available for joint work support not only the direct activities but provide for sufficient time to plan, manage, measure and evaluate our joint work?

8. Do the anticipated outcomes of our work together justify the effort required?

- a)** What are the direct benefits to our organization?
- b)** What are the indirect benefits to our organization?

9. How is this partner regarded in the community?

- a)** Are they well respected; if so by whom and for what?
- b)** Are they criticized; if so by whom and for what?
- c)** What are the implications for existing external relationships if we work with this partner?

10. Would this partnership duplicate the efforts of any of our existing partners or partnerships or put us in competition with them?