

## **PREPARING TO PARTNER – SOME QUESTIONS**

The following are some key questions to consider prior to engaging with others around partnering:

- What is the issue that we are considering partnering around?
- Is there a straightforward solution to this issue or is it a complex issue requiring an innovative solution?
- Have we the resources and expertise to resolve this issue ourselves?
- Who do we think could be involved in partnering with us?
- What do we know about these potential partners?
- What could be their drivers for partnering around this issue?
- What is your history and current relationship with the potential partners?
- What might be your value proposition and that of the other partners for partnering around this issue?
- What type of partnering do we think we need?
- What is your capacity to partner at the level you are seeking?
- Who may be involved from your organisation?
- What might the potential partners capacity be to partner at this level?
- What would be the risks and benefits of partnering on this issue and with these potential partners?
- Is now the right time to partner?
- Have we had enough internal conversations around what we mean by partnering and how it may work in this situation?
- What other research do we need to do before approaching potential partners?