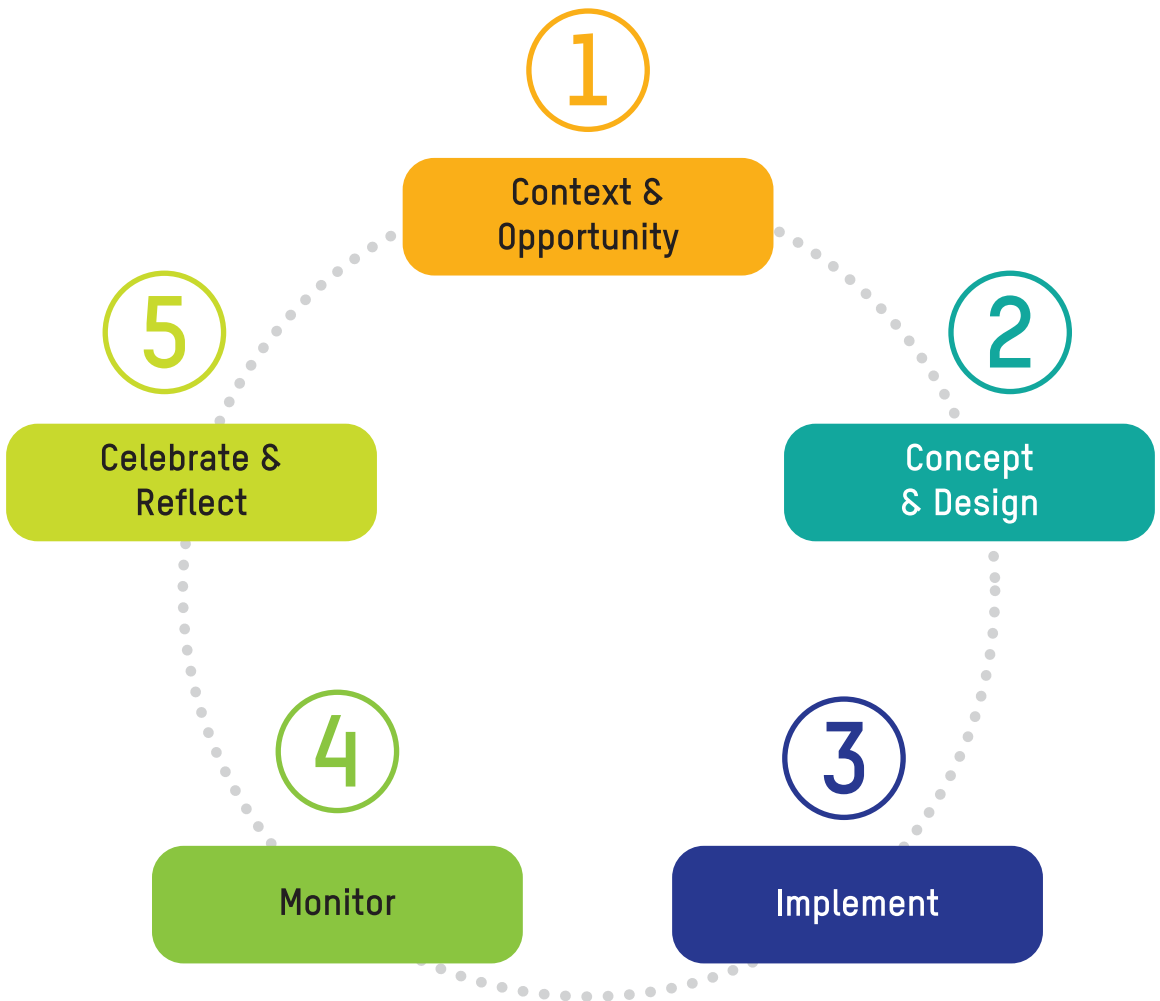


The Partnering Pathway



Partnering Pathway Key Questions

Context & Opportunity

Understand the Environment, Identify the Opportunity

- What do I know about the current organisational landscape?
- Where are we now?
- What are our objectives?
- What is important to my Business Partners?
- What is the current opportunity?
- What are some alternative perspectives on this opportunity?

Concept & Design

Design, Collaborate, Prototype & Iterate

- What is our theory or possible hypotheses?
- What would happen if we open up to collaboration?
- What do you think we can do here that will give us great results?
- What data and information do we need to solve the problem?
- What are the value-add insights I can provide and what is the best way to present these?

Implement

Implement & Test

- How can I co-create the recommendations?
- How can I most effectively support the implementation of the recommendations?
- How can I most effectively influence and negotiate to achieve our objective/s?
- Who do I need to involve and what is the best way to engage them?

Partnering Pathway Key Questions

Monitor

Analyse and Evaluate, Check in and Communicate

- How have things improved since we began our initiative?
- Are we achieving our objective/s?
- What feedback can we obtain from the business or key stakeholders?
- What new information has come to light?
- How do we adapt our approach in light of new information?

Celebrate & Reflect

Continual Improvement, Reward and Recognise

- What have we learnt from this process?
- How can we apply our learning to other business opportunities?
- How can we share our learning with others? Who should we share our learning with?
- How can we celebrate our success?