

THE ART OF PARTNERING
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PART I - Initial Issues

A. Introduction: The Art of Partnering

1. Rhinoceros - with whom do they partner?
2. The drama "Outcast": What is a volleyball?
3. What were your perceptions of the volleyball when you first saw it?

4. What were T. H.'s perception of the volleyball?

5. What did we learn from the movie about partnering (spoken and unspoken)?

6. What are the A, B, C's of partnering?
 - A. _____
 - B. _____
 - C. _____

B. The Need for Partnering

1. EXERCISE: THE WET TOWEL
2. The power of synergism is _____
3. Who are your future partners? _____

C. Partner Communications: Purpose of Partnering

1. What is the purpose of our partnering with ____? (choose one: work, marriage, business, church, or non-profit organization, supplier, customers, spouse). Write one sentence which best expresses the purpose of your partnering with ____.

2. Put your sentence on paper.

3. Compare your answer with those of your partners that are present.

Similarities_____

Differences_____

4. What questions should you ask potential partners before getting involved?

5. Who had an exact match? Why do you think perfect matches happen?

D. Consider how DEEP (Relationship) and WIDE (Time) you want this partnership to be?_____

1. Approximately how many times each week will you need to have a formal conversation?_____

2. How much time do you need together each:

_____Day _____Week _____Month

3. Will you talk about professional and personal issues? _____

4. Will you spend some of your leisure time together? _____

5. What are the significant Risks in this partnership?

Career_____

Personal_____

Financial_____

E. What is the best way to manage our partnership conflicts?

PART II - The Model of Partnering

F. Discussion of The Partnership Model EXERCISE: Partnering Strengths

1. _____
2. _____
3. _____
4. _____
5. _____

G. Cast a Vision: Anchor Reality: EXERCISE

1. Write a Vision Statement: _____

2. Share your statement with your group which can help identify areas of concern.

3. What strengths does your partner need to help you achieve your Vision?

4. Characteristics of Partners

A. _____

B. _____

C. _____

D. _____

E. _____

F. _____

G. _____

H. Becoming a more effective Partner: EXERCISE: Brainstorming Session: How can we create a partnering culture in organizations to which we belong?

1. _____

2. _____

3. _____

4. _____

- I. EXERCISE: Write a Partnering Agreement including: Purpose, Resolving Conflict, Relationships.

- J. Managing Change:

1. What are the major significant emotional events facing you or your organization in the next year? _____

2. What are the methods which you intend to use to manage change?

- K. Personal Assessment of Cultural Differences that affect how people cope with change.

EXERCISE: Complete the Turn Offs handout

“Life is not so much marked by a calendar as a scrap book.”

- L. Respecting Cultural differences: Discussion

PART III - The Tough Issues

- M. Dissolving a Partnership: EXERCISE: What are the key issues in terminating a relationship? _____

- N. The Essence of Partnership: THE REST OF THE STORY- Who needs a partner?

1. Do I have to like my partners?
2. What really makes partnerships work?