

Partnership Readiness Exercise

1. What goal or objective is your organization trying to achieve (be specific)?
2. What partners need to be at the table to be successful in addressing this need?
Using the table below list the potential partners that could assist with the goal. Potential partner categories include: Convener, Education (various levels), Workforce Development, Mandatory Partners, Business/Industry, Trade Associations/Unions, Chambers, Supportive Services, Training Providers, etc.

Category	Partner	Key Person Name	Role

3. Which partners do you believe are the most critical in order to be successful? Circle the top three partners.
4. Put a star to the left of partners that you have existing relationships with.
5. List any ideas that you have to get other partners to the table (e.g., who has a relationship with them, what might the value proposition be).
6. What barriers do you anticipate facing in engaging partners? How might your team overcome them?
7. Effective partners should be built on common ground and past success. Identify examples that demonstrate the willingness of community partners to work together.