**PREPARING FOR PARTNERSHIP**

**1. What are our long-term interests?**

**2. Who would be an excellent partner(s)? Why?**

**3. Who must be part of the partnership to achieve the goals?**

**4. What are perceptions/cultures that exist now?**

**5. What sort of alliance do you need to research?**

**6. What should we do to prepare our team?**

**7. What is our partnership mission?**

**8. What will we do to handle conflict?**

**9. How will we prepare in detail for our partnership?**

**10. What will the final product look like?**

**11. How will we make joint decisions?**

**12. What is our back-up plan if things aren’t working?**