

An Investment in More Productive Alliances

Why?

- There is an increasing need for organisations in both the public and private sector to use alliances to achieve objectives which could not be achieved alone or which would be achieved more slowly or at higher cost or risk if acting alone.
- These alliances require high levels of trust, to allow more informal, cost effective arrangements which stimulate innovation, sharing of knowledge and speed.
- If an alliance is entered into without a full understanding of what each party's interests really are, or is based on misunderstandings or misplaced assumptions, this can lead to disappointment, disillusionment and the eventual breakdown of trust (with all the associated reputational, financial and emotional costs).
- An up-front investment to better understand a partner's interests and assumptions will lay strong foundations for the personal relationships on which trust is based. These foundations will help ensure more productive, more effective and less costly alliances, which are much more likely to endure.

What?

- '**Core Collaboration**' is a service for those planning a business partnership, which uses approaches tried and tested in the mediation of disputes to help potential collaborators build stronger alliances by fully exploring objectives, interests, assumptions, expectations and potential issues before the joint venture begins.
- It provides a private, structured, non-binding environment to explore the following types of questions with potential partners in complete confidence:
 - What do you each want to achieve through the JV?
 - What do you each bring to the JV?
 - Where do you really share an interest or interests?
 - What do you expect of each other?
 - What are the constraints on each of you that may frustrate each other's expectations?
 - What are the things that worry either of you about the JV?
 - How can you best work together in the JV to achieve your objectives?

How?

- Our experienced facilitators will work with those building or considering a business partnership or other joint venture to create the best environment for these questions to be addressed.
- The process will usually take no more than half a day to complete.