

Handout 6

Partner Assessment Template

A 'prompter' enabling those creating a partnership to ask systematic and appropriate questions of any potential partner to ensure a good fit with the goals/needs of the partnership. This tool should be used as a starting point for exploring a potential relationship by providing a basis for frank discussions with the key players.

DOES THE PROSPECTIVE PARTNER COMPANY/ORGANISATION HAVE...	CURRENT STATUS A review of: <ul style="list-style-type: none"> • What you know so far • The reliability of your sources of information • Whether you have enough information upon which to base a decision 	FURTHER ACTIONS A note of: <ul style="list-style-type: none"> • Further information required • Remaining concerns • Timetable and criteria for making a decision about suitability
1. A good track record?		
2. Reasonable standing/respect within their own sector?		
3. Reasonable standing/respect from other sectors and other key players?		
4. Wide-ranging and useful contacts they are willing to share?		
5. Access to relevant information/resources/experience?		
6. Skills and competencies that complement those of your company/organisation and/or other partners?		
7. Sound management and governance structures?		
8. A record of financial stability and reliability?		
9. A stable staff group?		
10. Sticking power when things get tough?		
ARE THE STAFF IN THE PROSPECTIVE PARTNER COMPANY/ORGANISATION . . .		
11. Experienced and reliable in the development of projects?		
12. Successful at managing resources?		
13. Good communicators and team players?		