

**VASLA Spring Program
April 27th 2007
Partnering With Purpose
Activity Worksheet**

Based on the article “Collaborating Across Lines of Business for Competitive Advantage” by Jeanne M Liedtka found in the *Academy of Management Executive* Volume 10 Issue 2 1996.

Analyze a partnership opportunity or existing partnership

Choose an example of a partnership that your library or information center would like to develop. One may also choose a partnership that your library is already involved in.

Describe the partnership

What activities or programs do participants seek to accomplish through the partnership?

Who would be (is) in this partnership?

Who are some of the outside stakeholders?

Analyze the partnership using the “Components of Effective Partnering” as a framework. (List words, concepts, or phrases to describe elements)

Analyze the Partnering Mindset:

A View of Partnership as an Opportunity:

A Sense of At-Stakeness:

A Level of Trust Among Partners

A Readiness to Learn from Each Other

Analyze the Partnering Skill Set:

Ability and willingness to create shared goals and realistic expectations

Ability and willingness to use conflict productively.

Ability and willingness to redesign systems.

Analyze Supporting Organizational Architecture:

A belief in honest communication

Committed leadership

Joint planning and budgeting processes

Congruent measurement and reward systems

Resource Availability

Overall comments about the partnership -