



Competencies that are addressed:

PRIMARY COMPETENCY CATEGORIES:

- **Teamwork—**
Organizes tasks, people, and resources to deliver most effectively.
- **External Awareness—**
Sees things from multiple points of view. Keeps up to date with issues that affect responsibility.

RELATED COMPETENCY CATEGORIES:

- **Values—**
Guided by a personal code of ethics. Demonstrates a strong sense of integrity.
- **Vision—**
Future-oriented. Develops an exciting picture of what could be.
- **Professionalism—**
Projects an image of maturity and integrity that creates credibility.
- **Results Oriented—**
Passionate about winning. Dedicated to achieving all-win solutions to situations.
- **Interpersonal Skills—**
Displays a consistent ability to build solid relationships inside and outside the organization.

External Partnerships

SUMMARY

Most organizations work closely with external consultants, vendors, advisors, suppliers, and clients to maximize their own effectiveness. Effective partnerships include understanding the dynamics of team growth over time, defining the team purpose, and negotiating clear expectations.

CONTEXT

In today's business environment, most organizations rely heavily on the expertise of external business partners. A typical business has multiple external partnerships operating simultaneously.

Managing external partnerships successfully requires commitment at all levels of the organization to plan carefully, communicate openly, follow through, and provide a profitable outcome for each partner.

At the completion of this module, participants will be able to:

- Determine the conditions for engaging external partners
- Enhance communication between internal and external partners
- Establish mutual expectations
- Create a healthy ROI for all partners
- Plan for successful team outcomes

"In this new wave of technology, you can't do it all yourself, you have to form alliances."

—Carlos Slim Helu