



Partnership Transparency Workshop

Helping leaders
develop strategic
partnerships by
discovering innovative
ways to collaborate
and achieve great
results together

Overview

The Partnership Transparency Workshop (PTW) is a facilitated process between two organizations or business units interested in taking their partnership to the next level, and want to:

- build greater trust and openness
- reenergize an existing partnership
- gain transparency and insight on issues and opportunities
- cut through complexity and focus momentum on desired results
- align on direction and goals
- develop a joint strategic plan
- accelerate action and commitment
- improve practices for effective collaboration
- prioritize joint customers unmet and underserved needs

Expected Outcomes

You can expect the following outcomes when you invest in a PTW 1.0

- make significant breakthroughs on building trust, openness and collaboration
- develop joint strategic goals
- energize and accelerate focus on strategic priorities and initiatives
- establish a governance and operating model

How it Works

The process is done in three stages:

1. **Discovery** – participants from both organizations participate in a discovery process with Tammie Plouffe, a third-party facilitator that results in a feedback report with both organizations perspectives. This report provides transparency and insight for leaders on the most important topics to be addressed during the workshop.
2. **Workshop** – the workshop is a customized facilitated session (1/2 day or full day options) where leaders from both organizations openly discuss issues and opportunities, collaborate to identify strategic goals, priorities and initiatives, and develop an action plan.
3. **Execution** – following the workshop, work is done to advance the strategic priorities and initiatives through a jointly developed operating model that accelerates coordinated action between the two organizations and provides oversight on achievement of goals.