**TOOLSHEET:**  
**TEAM-TO-TEAM PARTNERING   
QUADRANT**

**Purpose** – What is the purpose of establishing a constructive partnering relationship between the teams?

*Type your answer here.*

1. **CREATE RAPPORT AND EMPATHY**

Provide background to help the other team understand your ‘world’.

* What key goals and aspirations are important to share?
* How will we explain our values and principles?
* What current demands, challenges and priorities are relevant?

*Type your answer here.*

1. **SHARE AND UNDERSTAND EXPECTATIONS**Be explicit about your expectations.

* What outcome and timeframes are important for us?
* What outputs (products, services) are we expecting?
* What behaviours will be helpful?

*Type your answer here.*

1. **ESTABLISH AGREEMENTS**Reflection on your needs, boundaries and negotiables.

* What agreements are we seeking?
* What commitments can we and can’t we make?
* How will we handle disagreements?

*Type your answer here.*

1. **GROW THE PARTNERSHIP**

Set up the ‘one team’ ACL loop.

* How will we keep the lines of communication open?
* Where are the potential friction points?
* How do we close the ACL loop?

*Type your answer here.*