

TOOLSHEET:

TEAM-TO-TEAM PARTNERING QUADRANT

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



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?

2

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?

3

ESTABLISH AGREEMENTS

Reflect 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?

4

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?

How do we hold this conversation in a way that engages our colleagues?