

What makes a partnership successful?

Mutual benefit. Both partners must feel that the benefits of the relationship are reciprocal.

Flexibility. Successful partnerships are founded on mutual respect and commitment to agreed upon principles. They evolve over time as circumstances warrant.

Common vision. The partnership goals must be clearly defined and shared.

Executive support. The CEO and Principal of the partnering organizations must be overtly supportive.

Structural approach. Both partners must participate in coordinating effort, perhaps through a steering committee.

Attention to significant issues. A needs assessment helps identify areas that require action.

Non-interference. Education is responsible for the development of its learners; business for its economic health, customer service and employee benefits. Understanding without attempting to change one another is the goal.

Constructive problem solving. The difficulties that invariably arise are seen as opportunities to build a better relationship.

Ongoing evaluation and adaptation. Integrated processes which allow both sides to evaluate the relationship openly and develop new directions which maximize returns should be planned from the outset.

Learning for all; not just students but teachers and partner employees too. Dispelling ignorance within both the educational and business communities as to goals, successes and constraints is a substantial partnership benefit which devolves from involving the soft-cost assets (people) of both organizations.

Enjoyment. When partnering groups have fun, the partnership flourishes.