

ASSESS YOUR PARTNER CULTURAL AWARENESS

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Partnership & Community Collaboration Academy
2012 Managing by Network

Partner Culture Awareness

Acknowledges,
understands, respects and
communicates respective
partners' cultures that are
based upon:

- ❑ missions
- ❑ practices
- ❑ people
- ❑ governance
- ❑ traditions
- ❑ financial structure and capacity
- ❑ and institutional histories

[Part One]

How well do you know and understand the partners who work with your agency?

- ❑ missions
- ❑ practices
- ❑ people
- ❑ governance
- ❑ traditions
- ❑ financial structure and capacity
- ❑ institutional histories



Baseline Evaluation

How would you evaluate your understanding of a partner's cultural?



Use the following chart to assess your knowledge

Partner	How would you rate your level of communication with the decision-maker(s) of this partner?	How would you rate your level of understanding of the mission and strategic goals of this partner?	How would you rate your level of understanding of the time, expertise, and resources of this partner?	What level of importance will your partner place on the goals and objectives of your cooperation or collaboration?
	<input type="checkbox"/> Not yet established Poor Fair Good Excellent	<input type="checkbox"/> Not yet established <input type="checkbox"/> Poor Fair Good Excellent	Not yet established <input type="checkbox"/> Poor Fair Good Excellent	<input type="checkbox"/> Relationship Builder Operational Benefit Strategic Importance

Self-Assessment

As a self-assessment or group-assessment (with colleagues) exercise select an enduring partner and a potential partner to evaluate your understanding of partner cultural awareness

Partner Culture Awareness

Finds ways that:

- ❑ partners' cultures can contribute to strengthen the mutual endeavor
- ❑ values the difference
- ❑ finds ways to integrate these differences into a workable operating culture for the overall partnership

[Part Two]

Discussion ~ Ponder

Cultural Assets:

- ❑ missions
- ❑ practices
- ❑ people
- ❑ governance
- ❑ traditions
- ❑ financial structure and capacity
- ❑ institutional histories

Describe three cultural assets of one partner that serve to strengthen collaboration

Discussion ~ Ponder

Cultural Assets:

- ❑ missions
- ❑ practices
- ❑ people
- ❑ governance
- ❑ traditions
- ❑ financial structure and capacity
- ❑ institutional histories

How do you express the value of these assets to your colleagues and partners?



Partner Cultural Awareness

There is much to be gained by taking the time to understand a partner's culture and sharing with them the culture of the Agency you represent