

ASSESS YOUR PARTNER CULTURAL AWARENESS

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]

Baseline Evaluation

- ❑ How do you evaluate your understanding of partner cultural awareness?
- ❑ 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 or goal(s) of this partner?	How would you rate your level of understanding of the time, expertise, and resources this partner?	What level of importance will your partner place on the goal of your network initiative?
	<input type="checkbox"/> Not yet established <input type="checkbox"/> Poor <input type="checkbox"/> Good <input type="checkbox"/> Excellent	<input type="checkbox"/> Poor <input type="checkbox"/> Good <input type="checkbox"/> Excellent	<input type="checkbox"/> Poor <input type="checkbox"/> Good <input type="checkbox"/> Excellent	<input type="checkbox"/> Relationship Builder <input type="checkbox"/> Operational Benefit <input type="checkbox"/> Strategic Importance
	<input type="checkbox"/> Not yet established <input type="checkbox"/> Poor <input type="checkbox"/> Good <input type="checkbox"/> Excellent	<input type="checkbox"/> Poor <input type="checkbox"/> Good <input type="checkbox"/> Excellent	<input type="checkbox"/> Poor <input type="checkbox"/> Good <input type="checkbox"/> Excellent	<input type="checkbox"/> Relationship Builder <input type="checkbox"/> Operational Benefit <input type="checkbox"/> Strategic Importance

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

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

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

Cultural Assets:

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