

WORKSHEET - SHOULD YOU COLLABORATE?

Work through these 5 questions and note any action that needs to be taken.

	QUESTION
1	Are there ways that partners can support your organization's strategy for growth or unlocking new markets?
NOTES	
ACTION	
2	Are there areas where you are lacking the capacity to successfully deliver on contract opportunities and others can help?
NOTES	
ACTION	
3	Are there opportunities to rethink the way that you deliver services or areas where others can bring a particular innovation?
NOTES	
ACTION	

4	Are there opportunities to secure greater collective negotiating power or clout with purchasers?
NOTES	
ACTION	
5	Are there ways to work with others to share down costs or deliver services more cost-effectively?
NOTES	
ACTION	