

The A-B-C's of PARTNERSHIP

Aim to assist.

Our intentions shape our reality. Shift your focus from keeping people in line to helping the organization raise the bar; from making an impact to being useful.

A



B

Build clear boxes.

Collaboration requires trust; trust requires transparency. Making the implicit explicit ensures everyone is aligned on inputs & and outputs.

Close the loop.

The value of knowing what happened is limited to the ability to translate it into action. To elevate information to insights, emphasize the “so what.”

C



D

Default to “Yes, And.”

Optimism might not make you successful, but pessimism will ensure you’re not. See the good in what’s around you and build upon it.

Eliminate ambiguity.

Bias to action is a force multiplier. We can never eliminate unknowns, but we can mitigate them through confidence-building exercises like scenario analyses, pre-mortems, and structured tests.

E

