|  | WORKSHEET Developing Agreements with Key Partners |
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|  | PURPOSE  This tool helps you establish a relationship with your key partners, co-sponsors, and/or stakeholders.  When to Use  Use this tool when you want to create a strong foundation with your partner(s) to work together to improve organizational performance.  Who Uses  Co-leads and sponsors.  How to Use  Use the statements listed to develop rapport and understanding. Talk about these topics together to learn more about each other. |
|  | |  | | --- | | I really trust people when… | |  | | To me, communication is most effective when… | |  | | My best strength in dealing with people is… | |  | | The way I like to start solving a problem is… | |  | | When two people are talking, I think it’s very important that they… | |  | | When I know that a conversation is going to be difficult, I will… | |  | | To me, a good plan will always… | |  | | The best way for me to set priorities is to… | |  | | Before I make a final decision, I really need to… | |  | | One thing I always try to do in an ongoing working relationship is… | |  | |