

FROM CONNECTION TO COLLABORATION

A Strategic Partnership Reflection Tool

Strong partnerships rarely begin with a major request. During the session, use the Engagement Pyramid to assess one current or prospective relationship, identify the next appropriate stage, and commit to a practical action.

Current or Prospective Partner to explore: _____

1 PARTNERSHIP GOAL AND SHARED PURPOSE

What is the long-term goal for this relationship? What shared goal, community, or outcome matters to both organizations, and what would success look like?

2 CURRENT STAGE AND EXISTING ENGAGEMENT

Where does this relationship sit on the Engagement Pyramid today? What interactions, commitments, or follow-through provide evidence for that placement?

3 MUTUAL VALUE AND READINESS

What can each organization contribute, and what trust, alignment, or participation is needed before the relationship can deepen? *Consider knowledge, relationships, capacity, visibility, access, or resources.*

4 RIGHT-SIZED NEXT-STAGE ACTION

What action fits where the relationship stands today and could move it to the next stage without asking for more than it is ready for? *For example: an introduction, follow-up, invitation, information exchange, or co-planning conversation.*

5 OWNERSHIP, FOLLOW-THROUGH AND PROGRESS

Who will take the next step, what will they do, and by when? What signal will show that the relationship is moving forward?

MY PARTNERSHIP COMMITMENT AND GOALS

Within the next 30 days, I commit to _____

to move my relationship with _____ forward

My goal for this relationship over the next six months is to _____

Within one year, I intend for this partnership to have achieved _____

A Companion resource for the Strategic Partnership Engagement Pyramid.

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