

The Fine Art of Partnership

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In all things in life, the way we do things is often more important than what we do. For example, a work of art is not graded on the subject matter, as much as the approach and skill that went into making it.

We will do many things during the course of a partnership. But the way we do these actions over the course of time will ultimately determine the character of the partnership.

Understanding, Trust and Commitment are the vehicles that drive healthy partnerships and allow them to thrive. Rules and guidelines are merely external devices set to create an operational framework. Their value is ultimately determined by how they are applied.

Partnerships, like all relationships, evolve by the actions of its members. Actions that inspire Trust, display Commitment and show Understanding will always strengthen a partnership. Actions converse to these will have the opposite effect.

To get you started, here are four essential skills that will assist you in creating actions that inspire Understanding, Trust and Commitment.

1. Make things simple and clear:

A lot of times in developing partnerships, we are more focused on the goal of the partnership and disregard the relationship itself. A partnership is something that evolves. A child does not learn to be an adult in a day. A good guideline is to keep things simple in the beginning. Set a few simple rules and guidelines, and take pains to make them as clear as possible.

2. Be consistent in what you say and do:

The character of a partnership, like any relationship, is determined not by what is said but by what is done. Actions determine not only what happens in a partnership, but the evolution of its character. Actions consistent to the spirit of the partnership will bind it together. Actions inconsistent to the spirit of the partnership will tear it apart.

3. Follow through with what you say:

Again it is not what you say, but what you do that is important. In all things in life, the actions you do determine the results. Consistently following through on what you say will gradually develop the power of your words and the strength of the partnership. There is no easier way to erode a partnership than not following through on what you agreed to do. It is a wise precaution before you commit to something to be certain you are ready to follow it through.

4. Be ready go to the other person's point:

A partnership in essence is a compromise. You will never be in full agreement with the other person. This is the strength as well as the weakness of any partnership. For healthy communication, always be ready to leave your perspective for a moment and walk over to the other person's. In doing so you have not lost anything, and can always go back to your view at anytime. If you are not ready to let go of your view, you may lose the value of a new perspective and you are giving a negative message to the other person.

These are only some simple tips you can apply in building your partnership. The true strength of the partnership will come down to how you nurture its spirit. Understanding, Trust and Commitment are the vehicles that will always help your partnership thrive.