



Business Partner Analysis



Agenda



1. Defining Results
2. Defining Ambidexterity
3. Create Your Business Partner Analysis
4. Next Steps



Results Definition

The consequence or outcome of a specific force or activity.
Results are solutions that can be seen and measured.
They can also create repercussions, ramifications, byproducts, questions and side effects.



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POSITIVE SKILLS + POSITIVE BEHAVIOR

Professional
Technical
Business

Leadership
Motivation
Communication

=

**POSITIVE IMPACT ON
BUSINESSES**

Results Assessment

Workbook pg. 14 -15



Ambidexterity

Definition: Synonymous with agility, quickness, readiness, alertness and coordination.

Delivery

- Refining processes
- Making good decisions
- Maximizing production
- Increasing efficiency
- Selecting appropriate resources
- Implementing plans, strategy and tactics

Discovery

- Taking risks
- Experimenting
- Being flexible
- Innovating
- Creating future opportunities
- Developing a forward-looking, creative vision

Delivery & Discovery

Continuum

Delivery
Skills

Discovery
Behavior



Task

Trust
Teamwork
Timeliness

Transformation

Why Business Partner Analysis?

Helps to identify your partners, verify commitment and shared vision, determine accountability, improve communication and celebrate success on the path to producing results.



Business Partner Analysis



The Partnership

Understanding your partner and developing mutual goals and roles, and jointly identifying the obstacles you face.



Commitment & Shared Vision

Recognizing each other's purpose and place within the business and how you make decisions together.



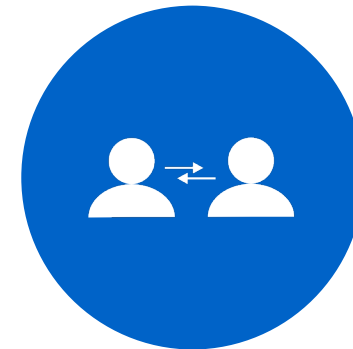
Accountability

Agreeing who is responsible for what and meeting regularly to assess and monitor progress.



Expectations

Articulating needs and desired results for each partner with realistic timetables.



Communication

Maintaining open and honest exchanges to keep each other aware of issues and challenges.



Celebrating Successes

Recognizing, appreciating and acknowledging each other's contributions and results.



The Partnership: Who Are Your Business Partners?



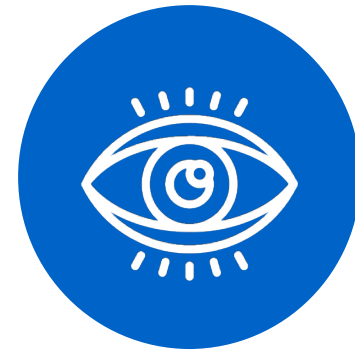
Tips for the analysis:

- Consider each business partner separately (individuals or departments)
- Be honest about how well you are doing in each of the areas
- Identify key partner to improve, then prioritize them.
- Develop a plan for improving your top priority and work according to plan, until you are confident you have a strong partnership.

KEY

- **Partner** = who you have chosen for your key relationship in the biz partner analysis.
- **Teammate** = Who you will be paired with today. Your future accountability partner.

Commitment & Shared Vision



When is one example of when you involved your business partner in decision making?

What is one upcoming decision you could make with your business partner?



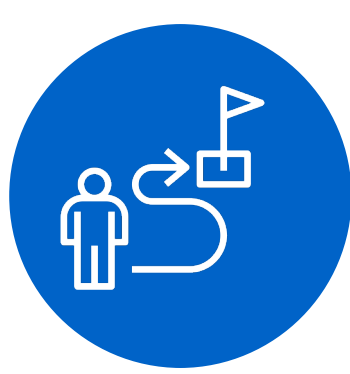


Accountability

Our Definition of Accountability:

Ensures that activities within a system can be traced uniquely.

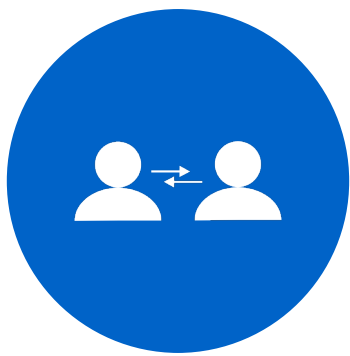




Expectations

How do you
enhance your
relationship?



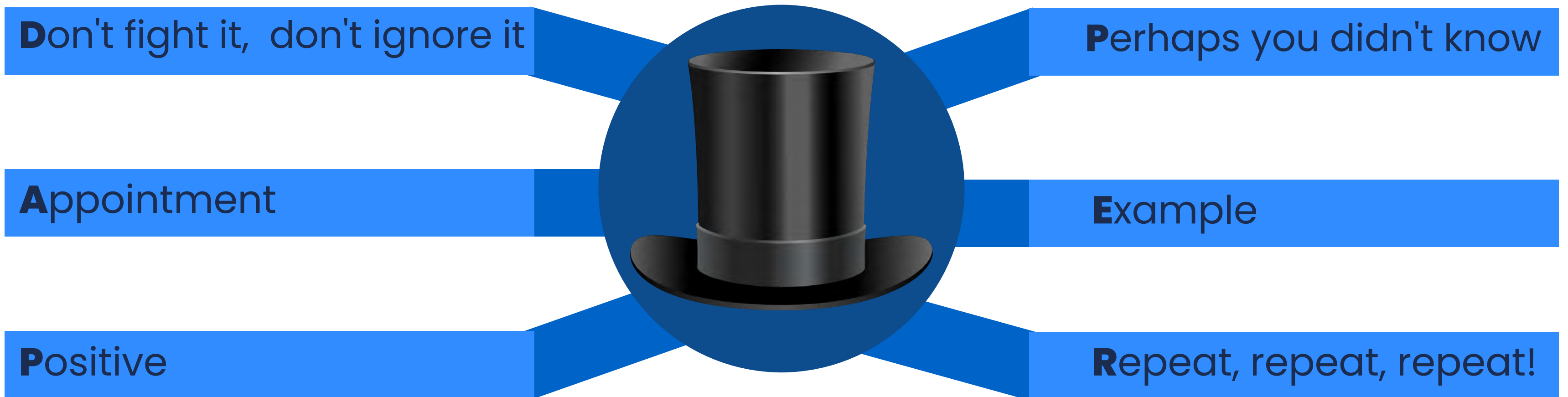


Communication

Are you open and honest in
your communication?



DAPPER





Celebrating Successes

How do you say, 'thank you'
and 'good job'?



**What do you have
to do next?**



Thank You

