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partnering. Many companies
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approach or... 2. Create a
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Initial Reason for Entering
into a Partnership 19

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most common elements that are often overlooked when creating a business collaboration like partnerships and alliances. !! Collaboration is on the rise and will be an essential element to success

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partnering; many companies

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just jump in a partnership
due to an opportunistic
approach or simply because
they like (or their
management) each other and
feel they need to do
something together. Avoid
making a false start and

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ending up at the wrong side
of the 80% rule and be
crystal clear on your reason
for partnering.

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element to success in the
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each partner. Because
partners join forces for a

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Don't be afraid to be dependent on your partner.

In a good partnership, both people bring something equally important to the table. 2. Discuss your long-term goals upfront. Are they

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Establishing a successful partnership and ensuring it has the ability to grow are essential, but they don't guarantee that you will succeed. Long-term success also requires honesty and transparency...

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partnership to be successful
each member needs to feel a
sense of support and
optimism about the

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collaboration . When
partnerships are supportive
they are infused with hope

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of partnerships fail. By

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guidelines, you'll increase

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