What makes a partnership successful?

**Mutual benefit.** Both partners must feel that the benefits of the relationship are reciprocal.

**Flexibility.** Successful partnerships are founded on mutual respect and commitment to agreed upon principles. They evolve over time as circumstances warrant.

**Common vision.** The partnership goals must be clearly defined and shared.

**Executive support.** The CEO and Principal of the partnering organizations must be overtly supportive.

**Structural approach.** Both partners must participate in coordinating effort, perhaps through a steering committee.

**Attention to significant issues.** A needs assessment helps identify areas that require action.

**Non-interference.** Education is responsible for the development of its learners; business for its economic health, customer service and employee benefits. Understanding without attempting to change one another is the goal.

**Constructive problem solving.** The difficulties that invariably arise are seen as opportunities to build a better relationship.

**Ongoing evaluation and adaptation.** Integrated processes which allow both sides to evaluate the relationship openly and develop new directions which maximize returns should be planned from the outset.

**Learning for all;** not just students but teachers and partner employees too. Dispelling ignorance within both the educational and business communities as to goals, successes and constraints is a substantial partnership benefit which devolves from involving the soft-cost assets (people) of both organizations.

**Enjoyment.** When partnering groups have fun, the partnership flourishes.