

- Create positive relations with partners
- Ensure smooth ongoing relationships with partners
- Keep senior management informed of potential new alliances and progress on current partnerships
- Identify beneficial alliances for own sector

- Identify strategic partners within target organizations
- Sponsor, negotiate and take the necessary steps to finalize partnerships
- Align systems to facilitate partnerships

Public Service Courses

- *Project Management* (R901 - Training & Development Canada)
- *Negotiating Skills* (T006 - Training & Development Canada)

On-the-Job Actions to Develop in Partnering

- Seek an assignment in a policy development function where intergovernmental negotiation and/or public consultation is required.
- Join industry and Public Service organizations in your area of expertise and take all available opportunities to attend meetings and conferences.
- Meet with potential partners in informal settings. Begin to explore on a non-directive basis those ideas that will help you help them accomplish their goals. By demonstrating a sincere interest in their affairs, potential partners are likely to be more interested and loyal to you and your organization.

