



Step

# Some useful questions

## Clarify purpose and desired future state

- As parties in this partnership, what do we want to focus on right now?
- Of all the issues, which is the top priority?
- What would success look like?
- By when?

## Current state

- What's going on right now that tells us we have something to address?
- What are the facts?
- What might we be assuming?
- What do we need to find out?

## Understand interests

- What's important to each of us?
- What are our separate interests?
- What are our common interests?
- Do we understand each other's interests?

## Explore possibilities

- What could we do differently?
- What other possibilities are there?
- What have we seen work before for others?
- What might we adapt to make it work better?

## Decide the way forward

- What's going to work best?
- What needs to happen first?
- Who needs to be included?
- How will this make a difference?

## Check for barriers

- What are the possible challenges?
- What's missing?
- Who needs to be involved and who needs to know?
- How can we overcome the barriers?

## Commit to action

- What are we going to do, and when?
- What are we taking away from this conversation?
- What support would help?
- How committed to this are we?

## Review and refine

- How effectively did we work in partnership?
- Did we do what we said we would do?
- What outcomes did we achieve?
- What has emerged?
- What's next to focus on?



## Partnership best practice

Assume nothing. Check inferences.

Share all relevant information.

Use specific examples, not generalisations.

Explain your reasoning and intent.

Focus on interests, not positions.

Combine advocacy and inquiry.

Don't avoid differences – understand them and find common ground.

Discuss un-discussable issues.

Jointly design next steps.

Be clear about how decisions are made. Will this decision-making process generate the level of commitment needed?

