

## **A Scorecard on Managing Expectations**

- Do you have a shared vision and clearly defined objectives for the partnership?
- Do you have regular check-ins, use communication tools effectively, and practice active listening?
- Is there an open exchange of relevant information to foster trust and informed decision-making?
- Do you approach disagreements objectively, brainstorm solutions together, and embrace compromise?
- Are your partnership goals Specific, Measurable, Attainable, Relevant, and Time-bound?
- Have you held comprehensive planning sessions that map out resources, strengths, and potential challenges?
- Does your partnership agreement clearly define each partner's role and responsibilities?
- Do you have a pre-determined course of action in case the partnership needs to dissolve?
- Does your partnership prioritize economic prosperity, environmental responsibility, and social equity?
- Are you actively working towards solutions for environmental or social challenges?
- Does your partnership strengthen your brand's image as a responsible and sustainable business?
- Does your partnership inspire others to pursue sustainable business practices?
- Do you enjoy working with your partner? Is the partnership journey itself fulfilling and stimulating?
- Does your partnership foster a culture of innovation and creative problem-solving?