

# Checklist to recognize a valuable/good partner

## Values, objectives and trust

- ✓ Shares the same goals, values and aspirations
- ✓ Delivers against objectives
- ✓ Relationship built on trust. Is honest and fair. Is transparent in the business
- ✓ Does what she/he says
- ✓ Understands and respects his/her responsibilities
- ✓ Respects your concerns and ideas
- ✓ Meets deadlines
- ✓ Is thankful to your support

## Cooperation

- ✓ Supports your projects
- ✓ Shares knowledge and tools
- ✓ Collaborates in solving problems
- ✓ Shares both benefits and risks
- ✓ Doesn't take risks/make decisions without having a discussion with you before
- ✓ Is open to communication, makes time for discussions
- ✓ Respects your decisions/ is able to make a fair compromise
- ✓ Doesn't expect from you things for free as you don't expect him/her doing things for free, unless it is a WIN-WIN situation
- ✓ Asks questions. Gives options. Considers your suggestions

## Expertise and experience

- ✓ Is able to run both, big and small projects
- ✓ Thinks strategically
- ✓ Is innovative/creative
- ✓ Understands when things go wrong and is able to make changes. Is flexible
- ✓ Works effectively
- ✓ His/her ideas are supported by evidences/proof of the need
- ✓ Delivers quality outputs/work
- ✓ Has a certain expertise and experience
- ✓ Potentially, has a developed network