

PARTNER

FIT TEST



EX-CHANGE

<https://ex-change.space>



IDEAL PARTNERS

have clear objectives, visionary leadership, sufficient resources and motivation to invest in building the relationship, and collaborative mindset.

REAL PARTNERS

have hidden agendas, unrealistic expectations, unclear decision-making process, lack of resources and different communication styles.



PARTNER CHOICE

Unlike falling in love, partner choice in business should be done in a very pragmatic and structured way. Otherwise it risks to destroy value for both parties, drain resources from each organization and demotivate the teams in their daily jobs.

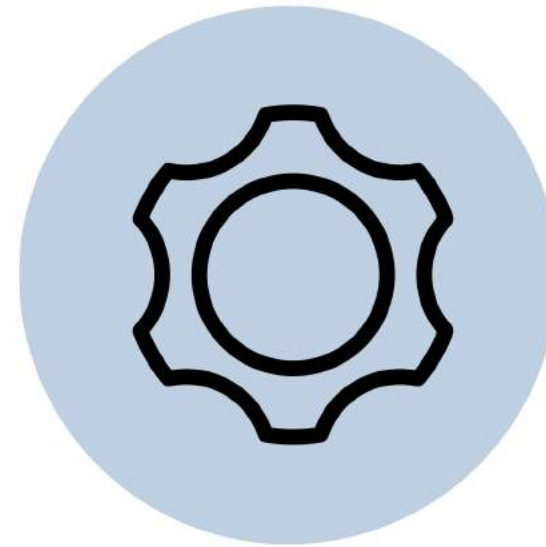


3 DIMENSIONS OF PARTNER FIT



Strategic

If you are not going in the same direction or at the same speed, it makes no sense to partner.



Operational

Organizational capabilities must be compatible in order to work together on a new adventure.



Cultural

Speaking different business languages could lead to misunderstandings and conflicts.

STRATEGIC FIT



Long-term vision



Leadership commitment



Financial stability

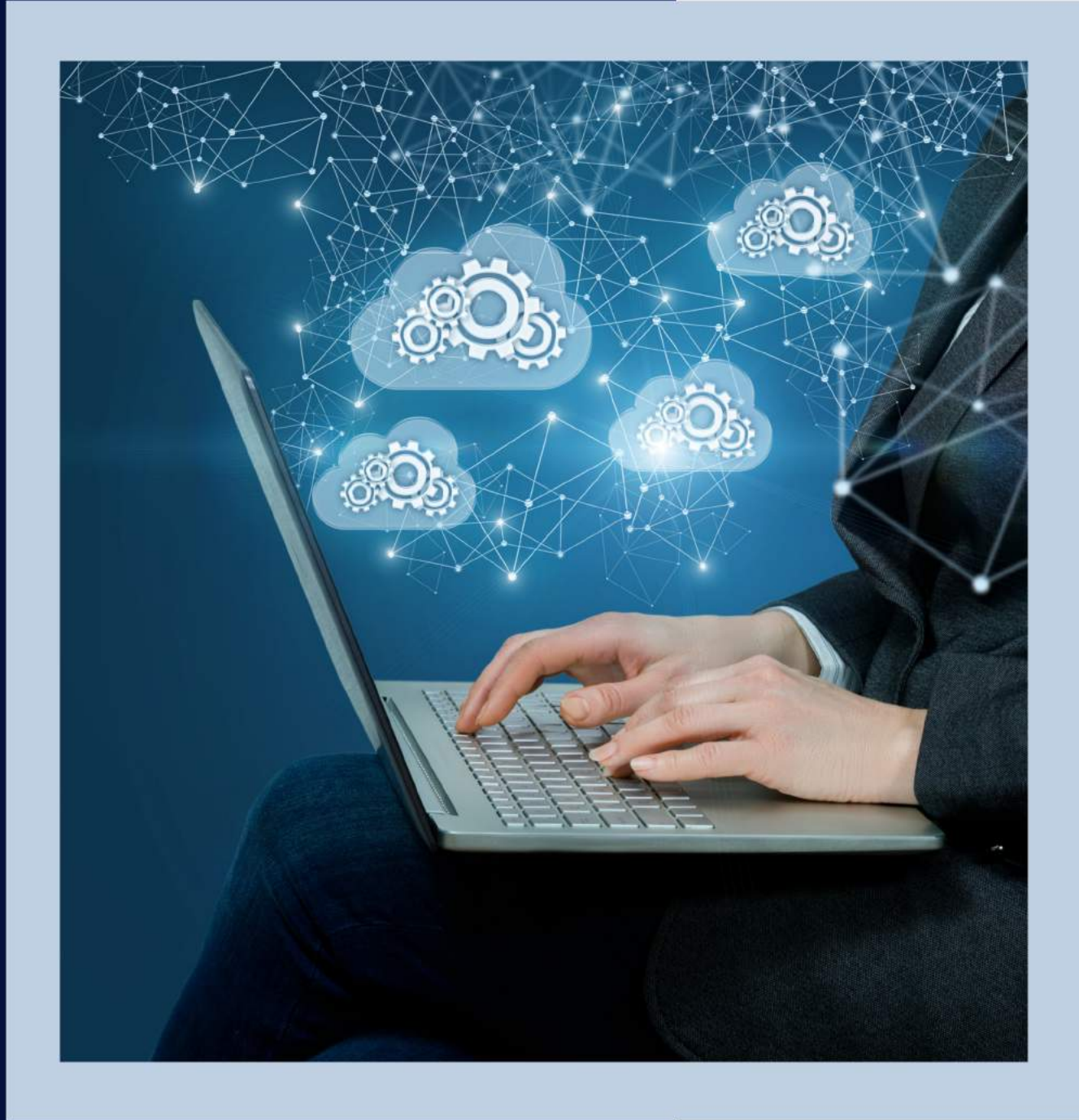


Core capabilities



Asset quality

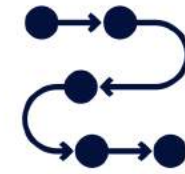




OPERATIONAL FIT



Decision-making



Business processes



Product portfolio



Resource commitment



Quality of management team



CULTURAL FIT



Definition fo success



Communication style



Level of flexibility



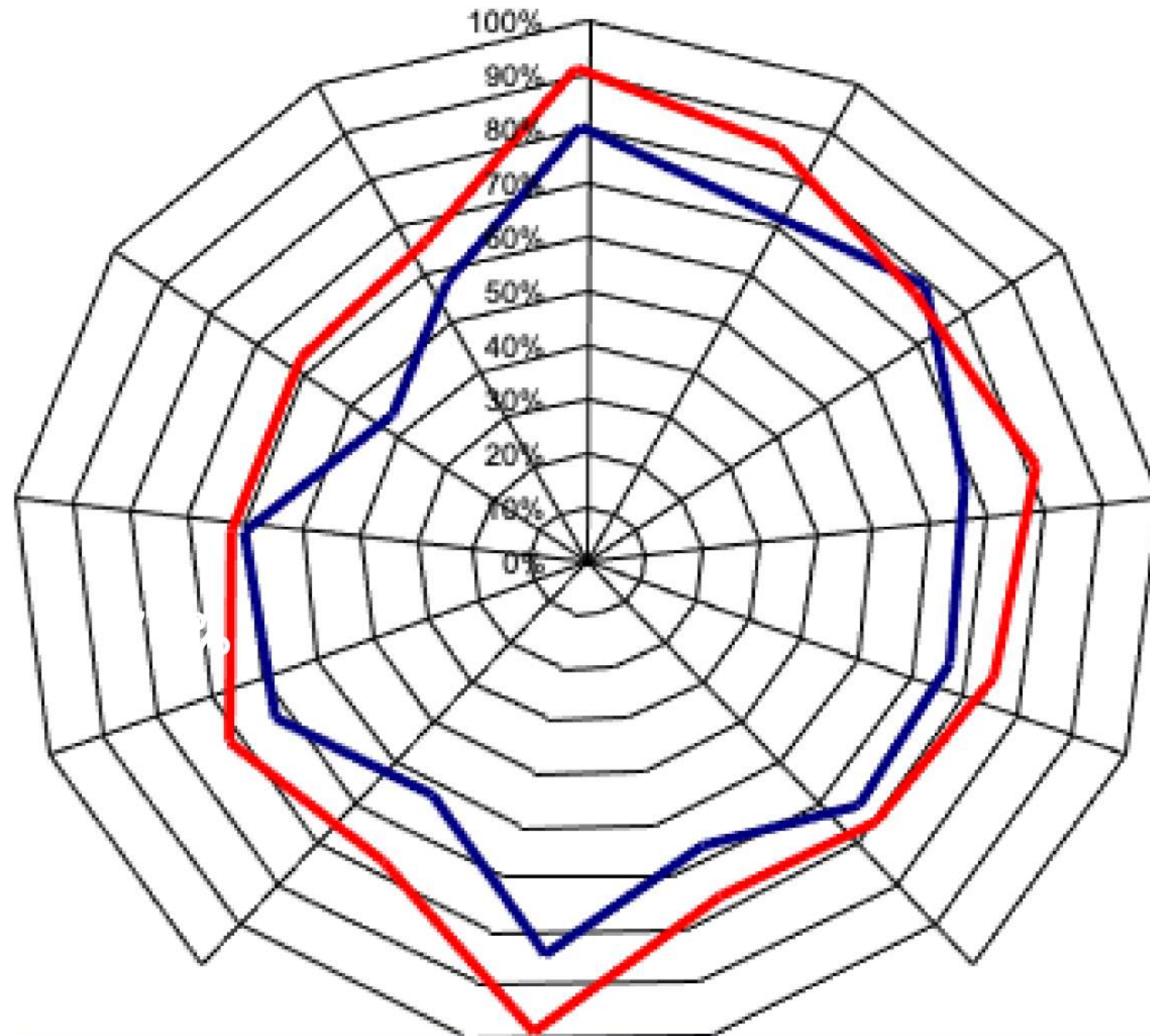
Risk appetite



Conflict resolution



PARTNER FIT TEST RESULTS



— Partner 1 — Partner 2



Pro tip: assign weight to each test criteria before starting the assessment