

Trust-based Partnerships: Starting with You

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The goal of any partnership is to create a whole greater and more valuable than the sum of its parts built on the dimensions of skills, capital, performance and character. Here, I offer “**7 Cs**” critical to the formation and maintenance of trust-based partnerships, reflecting both individual and collective attributes. Now, it may be tempting to see yourself as strong on all counts. But I encourage you to think objectively about where you might improve as part of a personal-responsibility oriented approach where “I can only control myself.”

After self-evaluation, you can then strive to identify and enhance these qualities in current or prospective partners.

Self-evaluation questions	Always	Sometimes	Not Often	Never
1. Am I a person of character ?				
2. Do I act with competence in my role(s)?				
3. Do my skills/abilities complement those of my partners?				
4. Do I reliably make and keep commitments ?				
5. Am I emotionally committed to our mutual success?				
6. Do I often and easily collaborate with my partners?				
7. Do I communicate well with partners?				

Notes: _____
