



Questions for Potential Partners in a Strategic Alliance

- What is motivating the desire to form an alliance?
- What do you hope to gain from forming an alliance?
- Is there a match in mission between/among all parties/organizations considering an alliance?
- Have the affected boards been notified about the possibility of an alliance? What is the level of conversation that has occurred? What is the level of initial board support for the potential alliance?
- Are any of the potential collaborating partners currently in an organizational crisis?
- Do any of the potential collaborating partners have a significant financial deficit or unsecured liabilities? Has this information been shared among all potential collaborating partners?
- Do any of the potential collaborating partners have an impending or current opening in their executive positions? Has discussion occurred regarding the executive leadership of the potential alliance?
- How will the potential alliance improve services to the intended beneficiary population(s)?
- Have all parties estimated the complete costs of various forms of alliances? Has funding been identified for supporting all stages of the alliance?
- Have all parties assessed their organizational cultures? Are there any potential cultural conflicts that could occur with an alliance?
- Have all parties had conversations with their supporting funders about the potential alliance? What has been the funder response? Will the alliance have an impact on funding streams?
- How do compensation structures and benefits compare among all parties involved in the potential alliance?
- Are any of the potential collaborating partners facing litigation (pending, probable, or possible)?
- What is the organizational attitude from all potential collaborating partners toward risk?
- Do all potential collaborating partners have a culture of strong board and management alliances?
- What are the potential collaborating partners' expectations about collaboration strategy and proceedings?