Welcome to the Workshop
Name of Workshop

Steps Description

Step 1: Define Capability Requirements

1. Together, use the Drivers Pyramid tool to identify your partnership goals.

2. For each of the partnership goals individually, ask yourself: "What capabilities does our partner(s) need to absolutely have in order to achieve success on this particular goal?" All partners use coordinate colors for all goals.

3. For each goal, circle your brainstormed criteria and align on a final list. Start with the criteria for your collective dreams then move to discuss those for your dedicated must-have drivers.

Step 2: Assess Partner’s Capabilities

2.1. Self-assess your organization against the list of criteria. Ask yourself:

   - Can our organization fulfill this criterion? And to what extent?
   - What competencies or resources can we contribute?
   - How unique is our contribution compared to other potential market actors?

   Use color-coded stickers or other markers to record your assessment against each criterion.

Step 3: Address Tensions and Gaps

3.1. Reflect together on the resulting collective self-assessment map. Not all criteria need to be fulfilled by all partners, but all partners need to know that all criteria are sufficiently fulfilled.

   - What criteria are under-filled? Why?
   - Can we negotiate on certain criteria to reach a better fit?
   - Can we develop the missing capabilities within our group?
   - Can we recruit or engage other actors? Why might they help?

3.2. Identify and record any agreed upon next steps and establish a plan and timeline to execute on them.