



ALLIANCE READINESS QUESTIONNAIRE

When would you use this tool?

Use the following discussion guide to sort out whether an alliance makes sense for your organization. Keep in mind that all alliances within a continuum from cooperation, coordination, collaboration, and strategic alliances are all means to accomplish your mission and stretch your resources.

Who should use this tool?

Nonprofit leaders are resourceful, continually looking for new ways to do more with less. Cooperation and coordination are two inexpensive ways of working together that can yield excellent results and are tools that any nonprofit should be aware of.

When would you use this tool?

Organizations sometimes rush to collaborate, perhaps because of external pressures from foundations and government agencies, or sometimes because it is the process they are most familiar with. *However, the best path is the simplest one that will accomplish mutual goals.* It is a mission distraction to create organizational relationships that require more work than needed to get the desired outcomes. Often, cooperation and coordination may get the deed done before turning to collaboration or deeper alliances. Following are conditions that suggest cooperation, coordination, or collaboration:

How would you use this tool?

Print out the tool and use each question to guide a discussion with staff, a management team, or other leaders of the organization.

How do you interpret the results?

Your answers to the questions in this tool will help you to better understand if an alliance would be beneficial for your organization. If you decide that you want to pursue an alliance, you will be well on your way to clarifying the purpose for the alliance and seeing if you can interest potential partners in that purpose.



ALLIANCE READINESS QUESTIONNAIRE

Use this worksheet as a guide to help you think strategically about a possible alliance.

Instructions

- Use these questions to begin the discussion within your own organization about the goals and benefits/drawbacks of the alliance.
- If you determine that the alliance' goals are in your organization's best interests, broaden the conversation to include possible partners and ask them the same questions.

Service delivery

1. Do we have some desired outcomes that we have not been able to achieve on our own?
2. Are there some strategies that we would like to implement but need more resources to do so?
What kind of resources?

External environment

3. Is system advocacy important for accomplishing our mission?
4. Do we want to change the way the service system operates? If so, how?

Internal capacity

5. What are the key values in our organization?
6. What will we not compromise on?
7. Are there some administrative services that we need but cannot afford?