Ask Yourself

Relationship Development	Rate yourself between 1 and 10, with 10 being the highest	How can you improve Relationship Development?
I am viewed by my peer associates as one who cares about their success more than I care about my own.		
I am curious and constantly seek to understand my partners' business drivers.		
I am confident enough to ask my partner executives relevant, but seemingly elementary, open-ended questions.		

Business Acceleration	Rate your organization between 1 and 10, with 10 being the highest	How can you improve Business Acceleration?
The successful profitable growth of our business partners is high on my organization's priorities and values.		
The functional leaders in my organization (VPs of Finance, Sales, Marketing, Product Development, Legal, HR) often interact with partner CEOs on business and personal levels.		
We celebrate the top-line and bottom-line growth of our partners as much as our own.		

Community Orchestration	Rate your industry between 1 and 10, with 10 being the highest	How can you influence Community Orchestration?
Solution component providers in my industry are stable and well established.		
We support and actively participate in peer communities led by our partners.		
Solutions in my industry that are delivered to the point of 'use, purchase, or consumption' are well defined and have been for three or more years.		