

10 Ways to Lead Partner Ecosystems Beyond the Org Chart

1 Build the plan with the partner instead of sending it.



#2 Use AI's scenarios to choose your own moment.



#3 Follow up on what the summary gives you room to notice.



#4 Check in because you care, not because the data told you to.



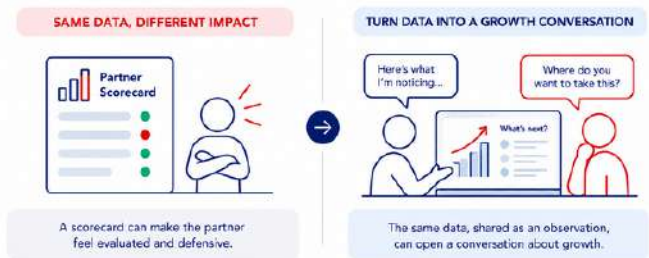
#5 Say it in your own voice and personalize it.



#6 Spend the time you get back on people.



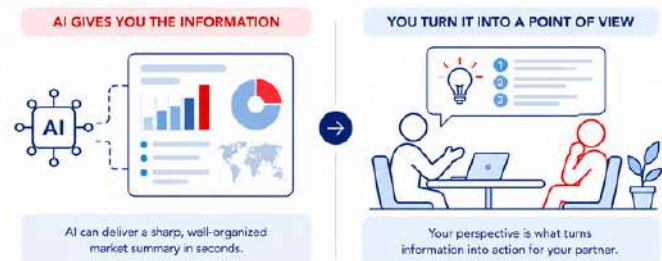
#7 Coach the numbers instead of reporting them.



#8 Have the hard conversation before it festers.



#9 Turn the data into a point of view.



#10 Show up the same way every time.

