



Business Relationships

It is Personal



Good Partnerships + Good
Contracts = Good Profit

Business Partnership Fears

- In My Personal Business
- Lose My Competitive Edge
- Work with a Jerk
- Control Me & My Business
- Cheat Me
- Lose a Friend

Business
Relationships

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Dissolving Partnership Fears

- In My Personal Business
 - Establish boundaries
- Lose My Competitive Edge
 - You're in a partnership not war
- Work with a Jerk
 - Choose your partner for Personality compatibility & Skills that augment

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Dissolving Partnership Fears



- Control Me & My Business

- Know your place

- Cheat Me

- Character Choice

- Lose a Friend

- Social relationships with a business partner is not a Business relationship with a business partner

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The Symptoms of Partnership Conflict

- Lack of Respectful Communication
- Lack of Trust
- Opposing Agendas
- Confusion Regarding the Common Goal



How do Partnerships Prevent Damaging Conflict

- Set a clear goal for the partnership
- Make expectations for members explicit
- Meet together as a regularly and often



Resolving Conflict

- Acknowledge the existence and put it within the context of the larger goal
- Have open and supportive communication
- Encourage effective listening



Summary-Preventing Conflict

- Foster trust and open communication
- Establish ground rules
- Listen compassionately
- Avoid “always” and “never” statements
- Establish a goal of discovery
- Use clarifying statements
- Separate the problem from the person



Questions?

We are happy to help you!

