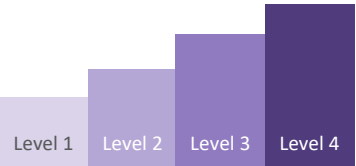


Building an Alliance Management Skill-Building Program

Company Name _____

Alliance Maturity (check one)



SKILL-BUILDING PROGRAM OBJECTIVES/GOALS

ANTICIPATED CHALLENGES

ACTION PLAN: Write down 1-3 things you will do in the near-term to progress your organization’s skill-building program
1.
2.
3.

Building an Alliance Management Skill-Building Program

AUDIENCE (e.g., Alliance Managers, senior leadership, broader organization)	TARGET SKILLS TO ACQUIRE (e.g., Influence, Negotiation)	POSSIBLE DELIVERY MECHANISMS (e.g., in-person training, live webinars, coaching)	POSSIBLE ENGAGEMENT MECHANISMS (e.g., senior leadership messaging)	WAYS TO MEASURE IMPACT (e.g., feedback surveys, performance against KPIs)