

Merger and Alliance Toolkit

1. Getting Ready: Assessment

1.6a Usable Skills and Assets Worksheet

Make a list of what you believe to be the greatest assets of your potential partner. Then refer back to your lists of Critical Issues and Desired Outcomes. Which of your potential partner's skills and assets would help you achieve your desired outcomes, address, your critical issues, or both? Under what conditions would those skills and assets truly be usable for your organization?

Your potential partner's skills/assets:	What desired outcome or critical issue is addressed by this skill/asset?	How is this skill/asset usable to you?
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