



ESTABLISHING ALLIANCES

Six Forms of Alliances (Internal & External)

Alliance Type	Duration	Resources
Ad Hoc	Short Term	Low Resources
Consortium	Long Term	Low Resources
Project Joint Venture	Short Term	Medium Resources
Joint Venture	Long Term	High Resources
Merger	Long Term	High Resources
Acquisition	Long Term	High Resources

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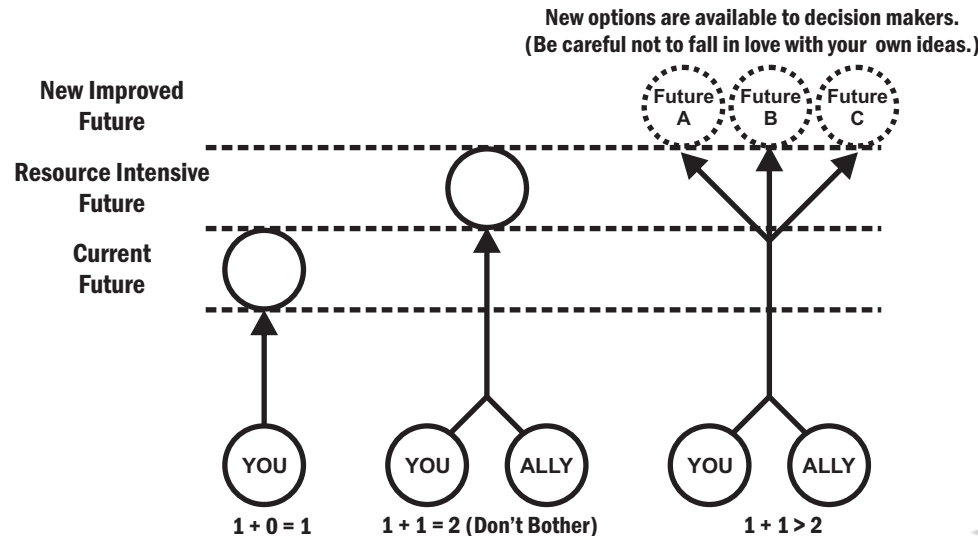
Alliance Pillars Checklist

<input type="checkbox"/> Form	Identify the form of alliance that best meets Desired Outcome and Strategy.
<input type="checkbox"/> Risk	Evaluate risk assessment thereby deciding if the alliance is worth the effort.
<input type="checkbox"/> Ally	Select the right ally by using the "Development Funnel."
<input type="checkbox"/> Objectives	Set clear objectives and commitment levels for all parties.
<input type="checkbox"/> Financials	Agree on financial contributions and draws for all parties.
<input type="checkbox"/> Budgets	Outline the budget and develop a financial management plan.
<input type="checkbox"/> Controls	Establish controls, metrics, and milestones along with how they will be developed.
<input type="checkbox"/> Human Resources	Determine human resources requirements including the who, what, and where.

* Establishing alliances requires Cyclonic Thinking and all the activities of Enterprise Thinking

* No one activity is more important than another: they all influence an alliance's ability to perform and succeed.

Alliance Options



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