

Working with Partners Assessment



1. A working relationship with a partner or third party can be formal or informal.
 - True
 - False

2. A working relationship with a partner is best described as a customer-supplier relationship.
 - True
 - False

3. Select all that apply. When working with partners, a registered charity must comply with:
 - The ACNC Governance Standards
 - The ACNC External Conduct Standards (if working overseas)
 - Accepted customs of the country they operate in
 - Relevant state, federal and overseas laws
 - Directions from the partner organisation's leader or leadership group

4. For a charity, the ultimate responsibility for managing risks when working with partners sits with:
 - The ACNC
 - All staff
 - The charity's Responsible Persons (board or committee members)
 - The CEO of the partner organisation

5. A conflict of interest is always a deal-breaker for a potential partnership.
 - True
 - False

6. When deciding on a partner, a charity should consider:

- Whether the partner organisation fits with the charity's values and strategic direction
- How much money the charity can get out of the partnership
- Whether the partner organisation has a real interest in the partnership
- What resources the charity can get outside the partnership for free for themselves
- The skills and abilities of the partner organisation, and whether they match the charity's needs

7. A negotiation for an arrangement with a potential partner should conclude with:

- A handshake agreement
- A written agreement
- A verbal understanding
- A transfer of funds from the larger organisation to the smaller one

8. Which of these is an important part of monitoring a partnership?

- Keeping detailed records
- Conducting periodic reviews
- Monitoring risks and how they are being managed
- Checking on changes to relevant laws
- All of the above

9. When should a charity develop an exit strategy with its partner?

- When it decides to end the partnership
- If problems arise
- When establishing the partnership
- When there are changes in personnel

10. When the partnership ends, a charity should:

- Move on immediately to another partnership
- Document lessons learned from the partnership
- Examine what worked and what didn't
- Send a critical assessment of the work to the partner

Answers



1. True. A working relationship with a partner or third party can be formal or informal.
2. False. A working relationship with a partner is more than a simple customer-supplier relationship.
3. A charity must comply with:
 - The ACNC Governance Standards
 - The ACNC External Conduct Standards (if working overseas)
 - Relevant state, federal and overseas laws
4. A charity's Responsible Persons (the board or committee members) are ultimately responsible for managing risks when working with partners.
5. False. A conflict of interest does not have to be a deal-breaker for a potential partnership. However, the conflict of interest must be declared, the risks considered, and the conflict appropriately managed.
6. The important considerations are:
 - Whether the partner organisation fits with the charity's values and strategic direction
 - Whether the partner organisation has a real interest in the partnership
 - The skills and abilities of the partner organisation, and whether they match the charity's needs
7. Negotiation for a partnership should conclude with a written agreement.
8. All of the above. It is important for charities to keep detailed records, conduct reviews, monitor risks and how they are managed, and check on changes to relevant laws.
9. When establishing the partnership. A charity should develop an exit strategy with the new partner at the beginning of the partnership.
10. Document lessons learned from the partnership, and examine what worked and what didn't. And while it's not necessary, it probably wouldn't hurt to send a thank you card!