Where do you and your current grantees fall?

High

Shared goals



Forced march



<u>Partnership</u>



Train wreck



Amiable association

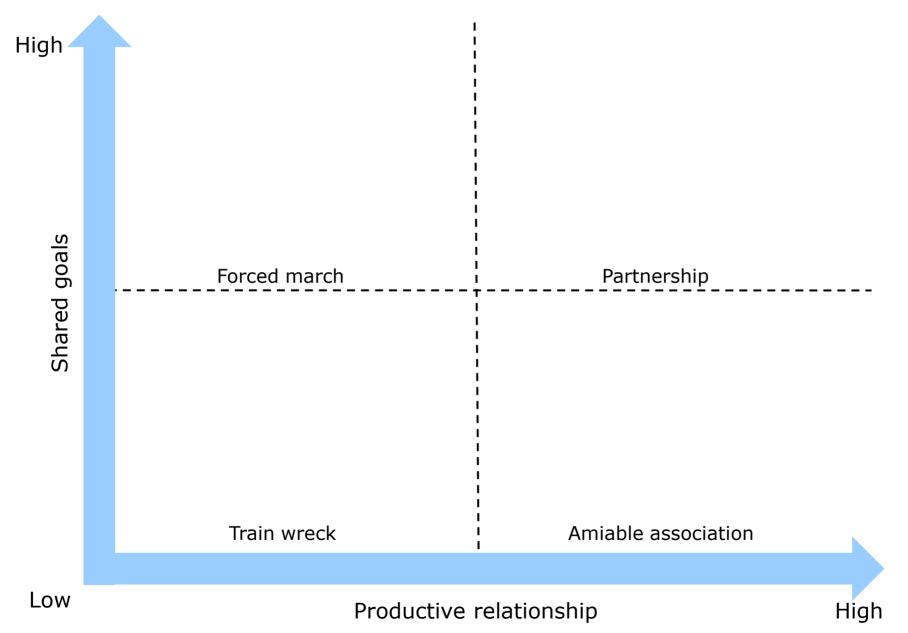
Low

Productive relationship

High

Source: Concept of the 2x2 matrix: Thomas J. Tierney and Joel L. Fleishman, Give Smart: Philanthropy that Gets Results, (Public Affairs: 2011)

Exercise: Use the questions below to plot your relationships with your grantees (and potential grantees)



Source: Concept of the 2x2 matrix: Thomas J. Tierney and Joel L. Fleishman, Give Smart: Philanthropy that Gets Results, (Public Affairs: 2011) **TBG**