Where do you and your current grantees fall?

- **Forced march**: Low Shared goals - High Productive relationship
- **Train wreck**: Low Shared goals - Low Productive relationship
- **Partnership**: High Shared goals - High Productive relationship
- **Amiable association**: High Shared goals - Low Productive relationship

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)

High

Shared goals

Low

Productive relationship

Train wreck

Forced march

Partnership

Amiable association

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