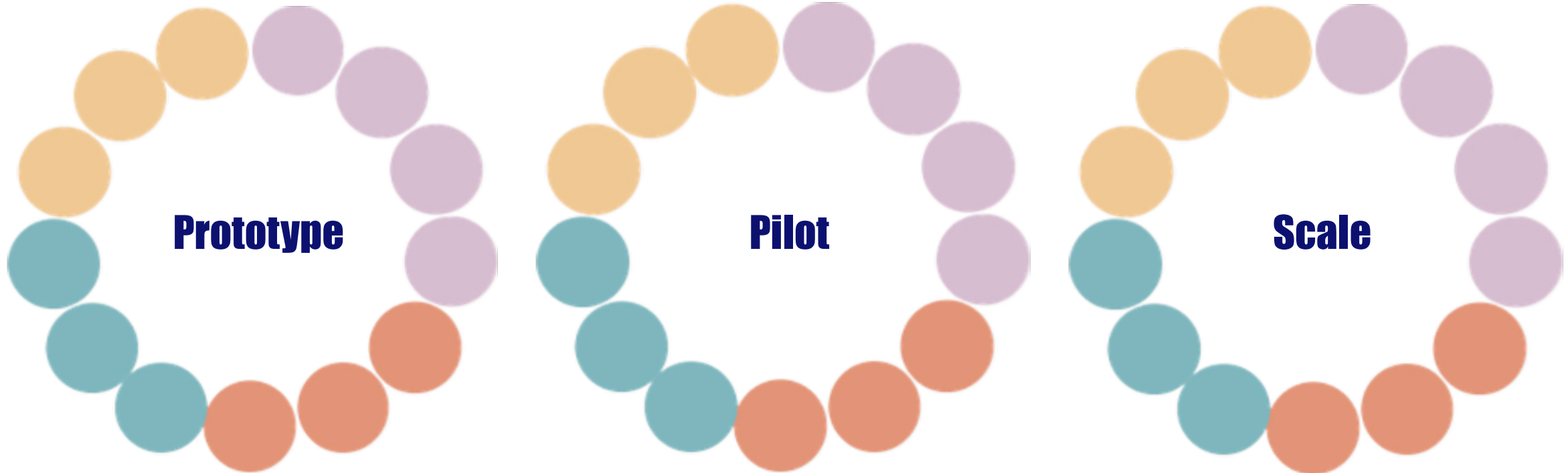


Innovation and Partnering Cycles Canvas



Instructions:

With representatives from all partners, ask each partner to identify what stage of the innovation cycle you are in as a partnership. Then within that stage, what stage of the partnering cycle they think the partnership is in. The optimum result is if everyone believes you are in the same place in both the innovation and partnering cycles. If you aren't then discuss why there are discrepancies and what that means for the partnership. The aim is not to all agree where you are, but rather to understand why the perspectives are different, and how you might address any issues that arise from this.