

Propensity to Partner

		Desires for Partnership (measured by driver points)		
		08-11	12-15	16-24
Ease of Partnership Coordination (measured by facilitator points)	16-25		Type 2: Select activities of divisions are integrated	Type 3: Each company views the other as an extension of itself
	12-15	Type 1: Coordination is limited		
	08-11	Type: Arms Length		