

## The Partnership Charter By David E

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The centerpiece of Dr. Gage's approach is the Partnership Charter, a document that thoroughly addresses both the business and personal sides that exist in every closely held business. The charter clearly outlines the goals, expectations, responsibilities, and relationships of the principals and helps them address such sensitive issues as personal styles and values, money, ownership, and power.

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In The Partnership Charter, psychologist and business mediation expert David Gage offers a comprehensive guide to the art of establishing and maintaining a business partnership. The centerpiece of his approach is the Partnership Charter, a document that clearly outlines the goals, expectations, responsibilities, and relationships of the principals.

**Preview – The Partnership Charter by David Gage**

In his book The Partnership Charter (2004), David Gage recommends that business partners should put time and energy into nurturing their relationship, not just at the inception of the business but throughout. “Relationships taken for granted are relationships at risk” he says.

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The Partnership Charter is a conflict prevention tool designed to help partners avoid the pitfalls and plan for their success. It is used to talk about difficult, seldom asked, and highly sensitive issues and create guidelines and structures before the issues have a chance to result in conflict.

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The Partnership Charter (2004) describes how business partners can avoid lasting damage to a business relationship by making sure to talk openly about everything. Using a tested process, business partners can put aside differences and successfully build a strong company together.

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A partnership charter is an agreement between the parties to a construction contract designed to ensure that each party acts according to stated principles intended to achieve the successful delivery of the project. Essentially, it is a tool for conflict prevention and may cover project delivery, people, teamworking and commercial criteria (see below).

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