

Thank you for completing this assessment tool. This tool assesses the resilience of one business relationship between two specific people across three key dimensions:

1. Is the relationship Strong and creating value?
2. Is the relationship Flexible and able to deal with stress and change?
3. Is the relationship Fair to all the people involved?



This tool does not assess personalities or types. You are likely to have a different result for different relationships depending on the context and the other person or group.

For the most useful information, please have all people in the relationship take the assessment on their own, and then discuss the results with each other so you can identify ways to increase the resilience of the business relationship.

This business relationship tends to be: Dysfunctional

Not very Flexible

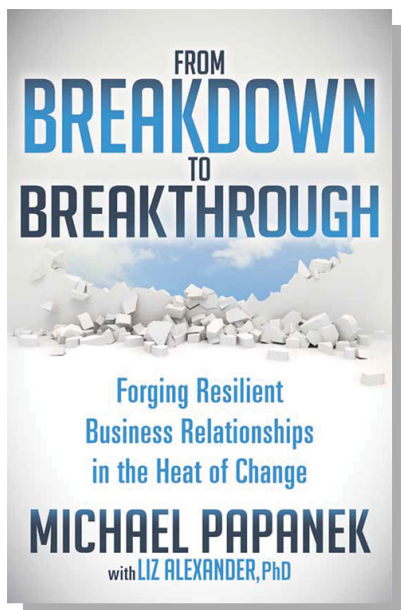
Somewhat Fair

Not very Strong



Dysfunctional

Unfortunately the business relationship you assessed seems to be heading into breakdown mode and has none of the key attributes of resilience. The relationship does not product important business results, is not able to change or flex as conditions change and is not fair or equitable to the people involved. In this difficult situation you have few good options: either start to improve the relationship right now or seek out an alternative so you can disengage from this business relationship and move on.



For the full version of this assessment, as well as strategies and practical tools for creating resilient business relationships - with customers, teams and whole organizations - read Michael Papanek's new book "[From Breakdown to Breakthrough: Forging Resilient Business Relationships in the Heat of Change](#)".