



# BASE YOUR PARTNERSHIP GOALS ON THE **WIN** MODEL

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## W

### **Workplace Culture and understanding the Canadian context of the occupation**

How do teams work together?

What are preferred ways to manage conflict?

What styles of management are valued?

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## I

### **Information sharing on occupation, industry, career planning**

What is distinct about your profession in the GTA / Canada?

Are there specific competencies/skills expected?

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## N

### **Networking and developing professional connections**

Discuss regional differences in networking norms

Facilitate introductions

Strategize on making 'cold' contacts

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