



# 20 Questions

## You Need to Ask a Potential Collaborator

*Note:* This is a suggested starting list of questions. Choose which questions you need to ask based on the breadth and depth of the project. And add your own!

1. How do you define success for this project?

My answer: \_\_\_\_\_

\_\_\_\_\_

Their answer: \_\_\_\_\_

\_\_\_\_\_

2. Why do you want to work with me?

My answer: \_\_\_\_\_

\_\_\_\_\_

Their answer: \_\_\_\_\_

\_\_\_\_\_

3. How will our collaboration serve the end user?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

4. What are your strengths?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

5. What are your weaknesses?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

6. What's your approach to deadlines?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

7. How will we share the costs and benefits?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

8. Who will be in charge of what?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

9. Who will get credit for what?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

10. Who will have the final say on what?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

11. What are your non-negotiable values and beliefs?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

12. How do you prefer to communicate?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

13. What's your primary love language?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

14. What's your personality type and/or MBTI?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

15. What's been the cause of your past collaboration successes?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

16. What's been the cause of your past collaboration failures?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

17. What problem-solving process will we use to deal with issues when (not if) they arise?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

18. What's our exit strategy?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

19. How well do you receive feedback?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_

20. What else should I know about you?

My answer: \_\_\_\_\_  
\_\_\_\_\_

Their answer: \_\_\_\_\_  
\_\_\_\_\_