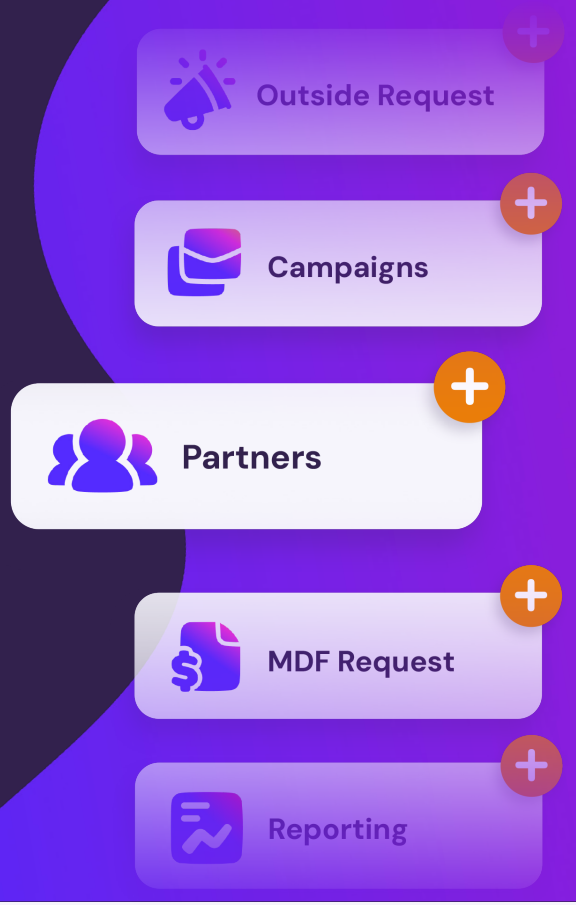
GlassHive

PARTNER PROGRAM STRESS TEST

What Happens When Your Partner Program Has to Handle More?

What happens when you need to support more partners, launch more campaigns, and handle more requests with the team you have today? Find out in 5 quick questions.



How It Works

01 Choose one answer for each question based on how your team would handle the situation today. Be honest; this isn't a test to ace.

02 After Question 5, you'll see which area is most likely to create extra work as your program grows.

03 If more than one area ties, you'll answer one quick follow-up question to identify where to start.

***Time to complete**: Under 2 minutes*

To view your test results, download the original PDF. Do not choose the compressed version. Open the downloaded file in Adobe Acrobat Reader.

Start the Stress Test

Next month, you need to launch the same campaign for twice as many partners. Your team and timeline stay the same. What happens?

- ○ We spend more time building lists, assigning work, and following up with each partner.
- ○ We reuse a checklist, but our program manager still handles most reminders and handoffs.
- ○ Our workflow handles the routine steps, and our team steps in only when something's missing, delayed, or off track.

Back

Next Question

Your MDF requests double during the last week of the quarter. What happens?

- ○ Approvals slow down while we organize requests and track down missing details.
- ○ Our request process helps, but sending requests to the right people and following up on approvals still takes more time.
- ○ Complete requests move through a clear approval process, and our team handles only the exceptions.

Back

Next Question

You need to onboard 20 new partners and help them launch a campaign within 30 days. What happens?

- ○ Our program manager spends more time coordinating every step, and other work starts to slow down.
- ○ We follow a standard process, but reminders and handoffs still create a lot of extra work.
- ○ Our onboarding process handles the routine steps, and our team focuses on partners who need help.

Back

Next Question

Partner and campaign activity doubles. Leadership asks for a progress update by tomorrow. What happens?

- ○ We pause other work to gather information from different systems, spreadsheets, and people.
- ○ We have some reporting in place, but we still need to piece together what happened and who's responsible for following up.
- ○ We can quickly see what's moving, what's stuck, and who needs to take action.

Back

Next Question

Several priority partners send urgent requests outside your normal process. What happens?

- ○ Senior team members drop other work and manage each request from scratch.
- ○ We handle the requests, but unclear responsibilities and priorities create extra back-and-forth.
- ○ Each request reaches the right person with the information they need, while routine work keeps moving.

Back

Your Answers Point to More Than One Area

Which of these areas is likely to create the most hands-on work for your team over the next 90 days?

We'll use your answer to identify the best place to start.

Open in Adobe Acrobat Reader to show your tied areas.

Back

Your Starting Point:

Complete the stress test to see your starting point.

Answer all five questions, then select See My Results.

To view your test results, download the original PDF. Do not choose the compressed version. Open the downloaded file in Adobe Acrobat Reader.

GlassHive

Let's Talk Partner Programs!

See What GlassHive Can Do for You.

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