

Creating Collaborative Advantage



Organizations, leaders, and individuals are being asked to address increasingly complex challenges. Rapid, continuous changes in technology drive the need for organizational changes and, perhaps more importantly, behavioral changes. Today's complex networks of relationships mandate a new level of cooperation and collaboration. Frequently people are being asked to obtain business results in environments where the traditional hierarchical structure no longer applies. In other words, people need to accomplish results by influencing others, often across organizational boundaries with no direct "line" control of the resources.

The drumbeat of "do more with less" is now complicated by the need to form alliances throughout the business enterprise and beyond. Collaboration is now the order of the day with people inside organizations, with customers, suppliers and even competitors. While widely viewed as beneficial, effective collaboration can be very difficult to achieve. The challenges to effective collaboration become more complex as the number of people and organizations in the collaboration effort increase. Collaborative partnerships therefore are the most complex and challenging to manage.

In this program work partners and /or project teams who reside either inside or outside of your organization are invited to participate. Work partners, those who have high importance to your business success.

This program is designed to increase the "collaborative advantage" of your partnership for higher performance, productivity and profitability. By working collaboratively we can cultivate an environment that fosters broad participation and inspires creative solutions to issues facing our organizations. The investment that results from broad participation is key to creating shared visions, engaging in collaborative decision-making, and sustaining change.

Leaders and stakeholders can benefit from this opportunity to explore collaboration concepts and will focus on facilitating authentic partnerships and real change.

In Creating a Collaborative Advantage™ participants will:

- * Gain new insights into the art of working collaboratively
- * Learn how to apply collaboration concepts and principles
- * Practice creating a shared vision
- * Identify new tools for working collaboratively

Agenda Highlights:

- * Collaboration Concepts and Principles of Working Collaboratively
- * Taking the Time: The Art of Working Collaboratively
- * Creating Authentic Partnerships: Challenges and Opportunities
- * Collaborative Decision-Making
- * Creating a Shared Vision
- * Sustaining Change and Managing Conflict
- * Creating A Collaborative Advantage Action Plan

This program is available as a live one-day in-house workshop, or can be delivered in a webinar format