



“Great things in business are never done by one person.

They're done by a team of people.”

Steve Jobs

In modern organizations success depends on the ability of physical and virtual teams to co-operate, collaborate and work seamlessly across business units, functions and geographic boundaries. Despite this, many teams struggle to break down internal silos and perform at their collective best.

The **collaborate** program equips participants with a range of tools that empower successful partnering with colleagues and stakeholders to deliver superior team performance.

“No matter what our vertical specialty – sales, marketing, manufacturing, finance, administration, management, service, and on and on – achievement in the twenty-first century dramatically depends on our ability to thrive in a system of connections more vast, more varied, and more exposed than any before in the history of man.

Success now requires new skills and habits, a new lens for seeing, and a new consciousness for relating.”

Dov Seidman, author.
How: Why HOW We Do Anything Means Everything

collaborate

People tend to work with people they like. And they work better with people they like better. In this program, participants learn approaches and tools that drive greater participation, understanding and ultimately, collaboration.

Program Objectives

Participants will be better able to:

- Identify the behaviors that build and destroy trust
- Capture and maintain interest and attention in meetings and conversations
- Listen well and better understand the thoughts and motives of others
- Defend against cognitive biases that inhibit listening and good decision-making
- Generate collaborative insights and position ideas for acceptance
- Move initiatives forward with clarity and shared commitment

Tools & Proprietary Approaches

- Octagon™ profiling to understand behavioral preferences and their impact on others
- I-We-You Framing to establish rapport and build trust
- SHAPE Questioning to engage others and learn their priorities
- Levels of Thinking to drive better organizational alignment
- Spicy Questions / Focus-5 to lift conversations to a higher level and demonstrate commercial focus
- Value Sheets to guide conversations towards value
- LISTEN to drive better listening
- Need-Feature-Benefit & Storytelling to better position ideas and prove capability

On-line Learning & Coaching

The application of skills and tools is further supported by a comprehensive suite of online learning modules, worksheets and assessment tools at www.collaborate-universe.com.

Program Format

The program format is flexible and may be delivered as a series of modules to fit different requirements. Content can also be customized for different audiences. The focus is on providing participants with a range of flexible tools that they can use day-to-day.

Workshop sessions are highly interactive and include behavioral analysis, practical examples, role play and case studies.

Participant / User Feedback

“Made me completely rethink my approach to meetings, giving me lots of practical tools to use moving forward.”

“There were some really interesting ideas especially in the deconstruction of conversations – SHAPE, N-F-B for example. Top marks!”

“The workshop was very thought provoking and I have some good tools to take away and practice which I know will be useful.”

“It was very useful and a good use of my time. I learned a lot and have taken away some excellent tools that I will actively start using.”



MCLUHAN & DAVIES COMMUNICATIONS, INC.

THINK ON YOUR FEET INTERNATIONAL, INC.



1-800-862-2429 | info@mdctraining.com | www.mdctraining.com