

BEYOND CONFLICT

(Radical Collaboration®)

Are any of these issues of particular importance to delivering your key objectives?

- Cooperation within and across departments?
- Building Strategic Customer/Supplier relationships?
- Making a transition from negotiation to collaboration with customers or suppliers?
- More effective communications between departments?
- Creating high performance project teams?
- Improved Customer relations?
- Reduced conflict?

How do you make sure that they happen?

True cooperation begins inside the individual, not the organisation!

Organisations don't collaborate, people do, and collaborative skills have never been more important. The organisational culture or environment is created by the collective attitudes and reactions of the individuals in the organisation. If you want to build collaborative organisations, teams and departments you must start with the individuals.

The Radical Collaboration experience focuses on the individual first. It will help you improve your own personal way of planning, communicating and building collaborative environments. It will also help you develop your leadership style, reduce your defensiveness in conflict situations, increase your interpersonal awareness, while deepening your understanding of group dynamics.

Radical Collaboration is about fostering good practices in order to eliminate the human obstacles that sabotage productivity, innovation, problem solving and partnership and alliance building.

The Five Essential Skills for Building Collaboration

A practical three-day experience empowering you to dramatically improve the way you manage relationships, negotiate deals, and build alliances and partnerships. During this three-day experience you will learn and practice five essential skills.

1. Collaborative Intention

Staying non-defensive and committing to mutual success in relationships

2. Truthfulness

Creating a climate of honesty and openness that allows people to feel safe enough to discuss difficult issues.

3. Self-Accountability

Taking responsibility for the consequences of your actions

4. Self-Awareness and Awareness of Others

Know yourself and others well enough to be able to explore difficult interpersonal issues.

5. Problem Solving and Negotiating

Negotiating your way through inevitable conflict.

Who Should Attend?

Anyone who desires the methods and personal insights necessary to build more collaborative environments, resolve conflict effectively and build long-lasting partnerships and alliances. This is a how-to course for everyone who wants a systematic way to be more successful at building relationships, both personal and professional.

It is particularly effective for established teams trying to build more collaborative relationships. The workshop can accommodate groups as small as 8 or as large as 30. It has been presented to groups as diverse as the U.S. Environmental Protection Agency, Brio Toys of North America, SonyEricsson, Metso and Daimler Chrysler Services.