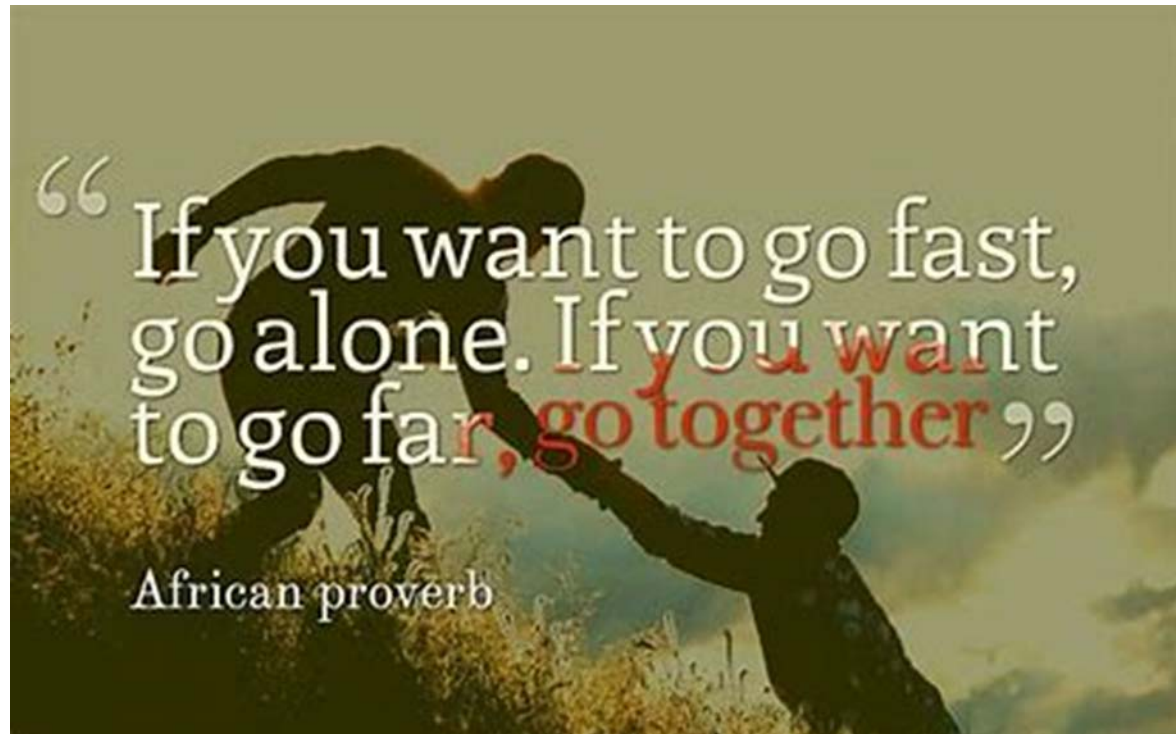


Navigating politics & driving collaboration



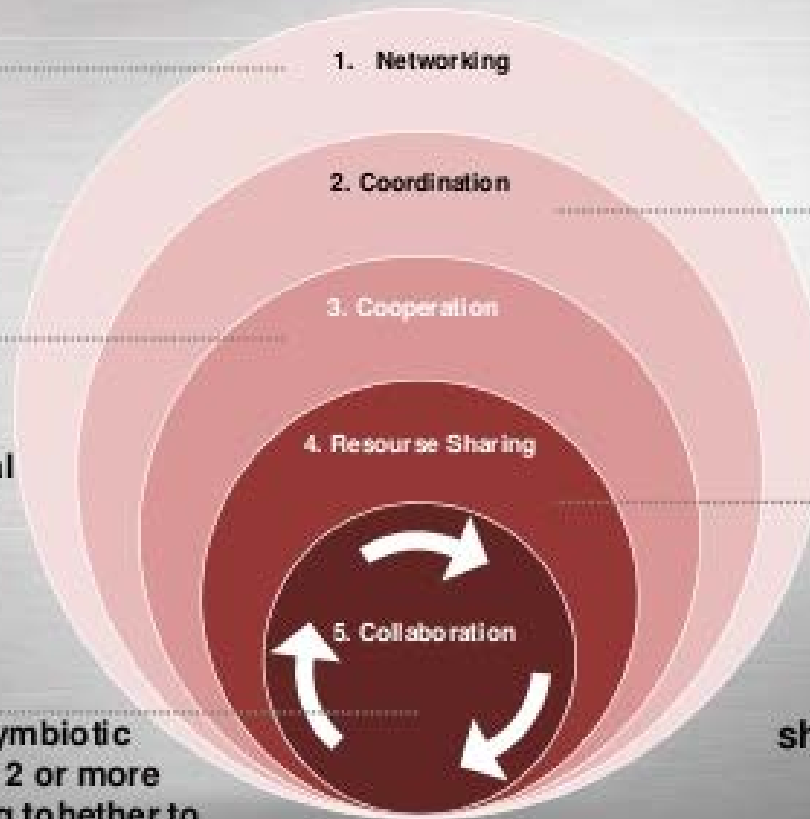
Types of Collaboration

Informal and noncommittal, weak links

Voluntary arrangement in which 2 or more entities engage in mutual beneficial exchange instead competing.

Not fully shared risks, responsibilities and rewards.

Synergistic, Symbiotic relation, where 2 or more entities working together to create something much greater than they could have come to on their own



Previously identified goal, synchronization of activities and responsibilities

Knowledge, talents, skills, information, risks, resources, capital; shared for common goal

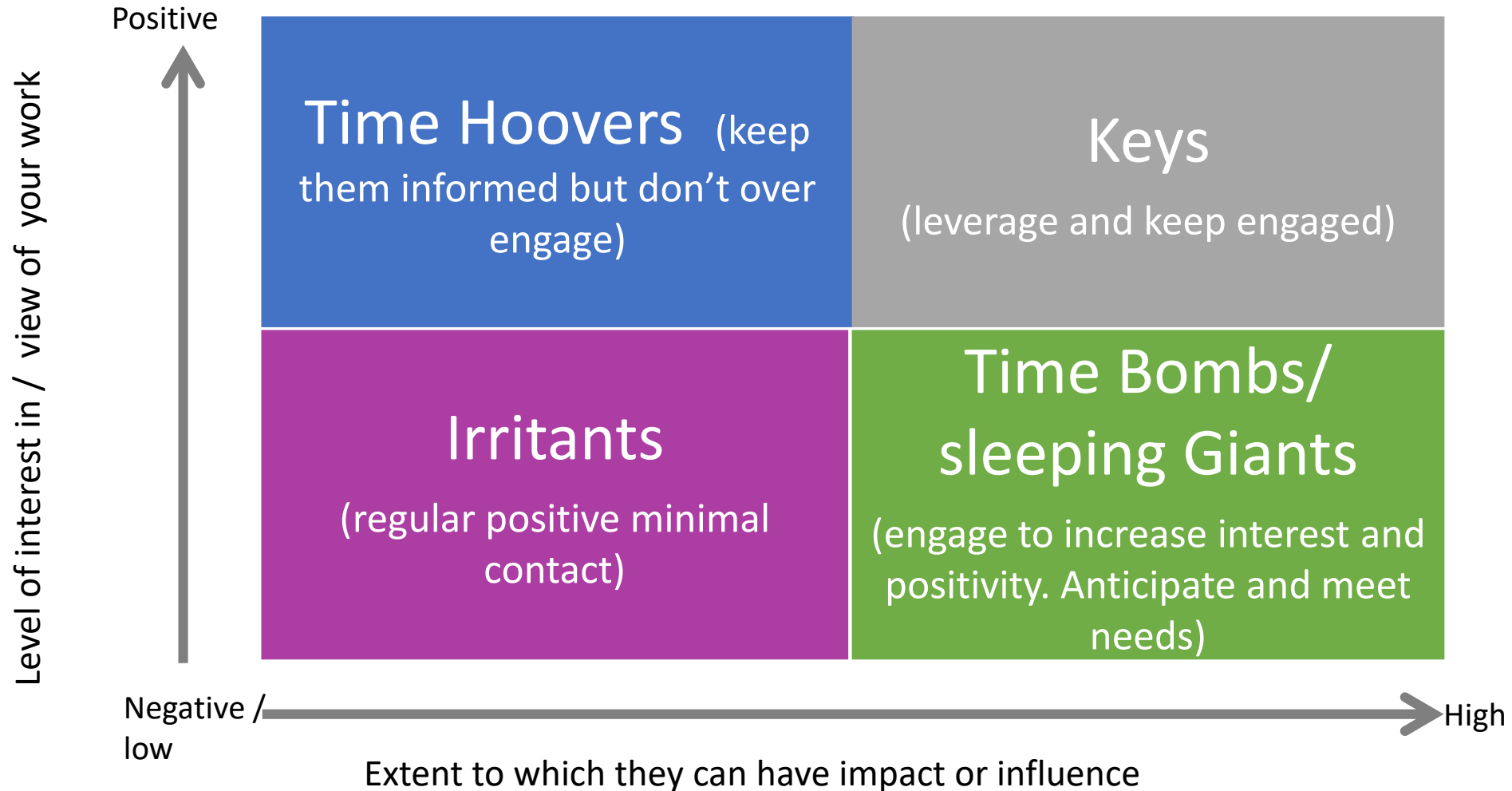
Understanding your stakeholders and landscape



What get's in the way?

- Culture of individualism
- Time constraints
- Varied political and legislative landscapes (that can sometimes conflict)
- Several hurdles to get make something real (internal and external)
- Lack of Trust or network
- Limited opportunity to review synergies
- Brands and reputation (of self and others)

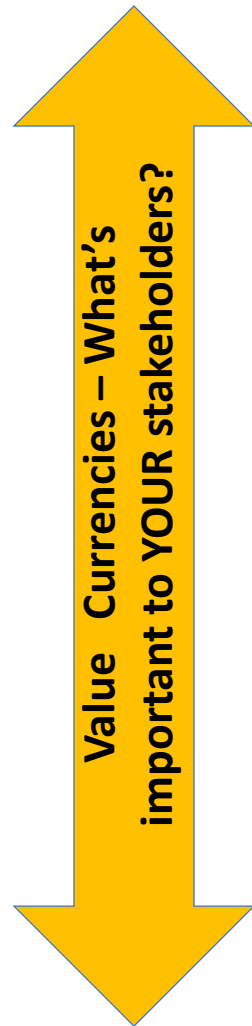
Stakeholder differentiation



Navigating organisational politics



What makes them tick?



<p>Inspiration – appealing to the greater good (contribute to leaving a legacy, have high standards, be ethical)</p>
<p>Task – getting the job done (provide information, share tasks, provide learning and stretch, respond quickly, provide resources)</p>
<p>Position – enhanced status (acknowledge contributions, make them visible, connect them to important people, have inside information, provide new contacts)</p>
<p>Relationship – supporting & understanding (listen to concerns and issues, build an informal relationship, provide emotional support)</p>
<p>Personal - gratitude & involvement (appreciate for their effort, provide an easy life, offer them a chance to make a big contribution)</p>

Where are your strengths and weaknesses for building Trust?

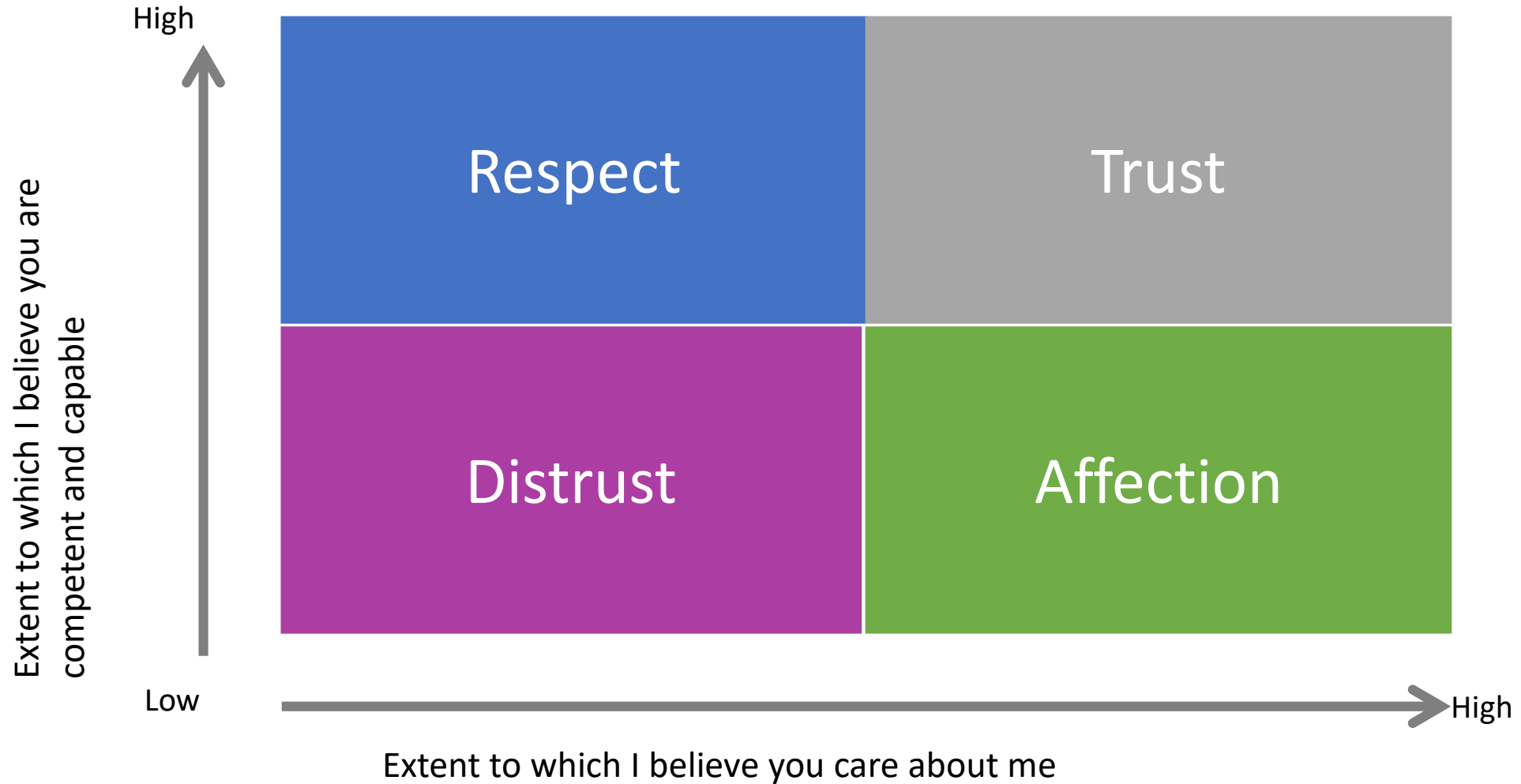
The diagram illustrates the Trust Equation as a mathematical formula. On the left, a large blue letter 'T' is positioned above the word 'Trustworthiness' in a blue sans-serif font. To the right of the 'T' is an equals sign. Further right is a horizontal blue line. Above this line are the words 'Credibility', 'Reliability', and 'Intimacy', each preceded by a plus sign. The letters 'C', 'R', and 'I' are large and colored brown, green, and orange respectively, while the words 'redibility', 'eliability', and 'ntimacy' are smaller and colored to match their respective letters. Below the horizontal line is the word 'Self-Orientation' in a dark grey sans-serif font, with a large 'S' at the beginning.

T = $\frac{\text{C}_{redibility} + \text{R}_{eliability} + \text{I}_{ntimacy}}{\text{S}_{elf-Orientation}}$

Trustworthiness

The Trust Equation by Trusted Advisor Associates LLC | trustedadvisor.com

Building the right relationships for collaboration



Ambidextrous leadership

TASK ORIENTATION

Identifying scope of task

Define roles and boundaries

Agree milestone and measurements

Begin process

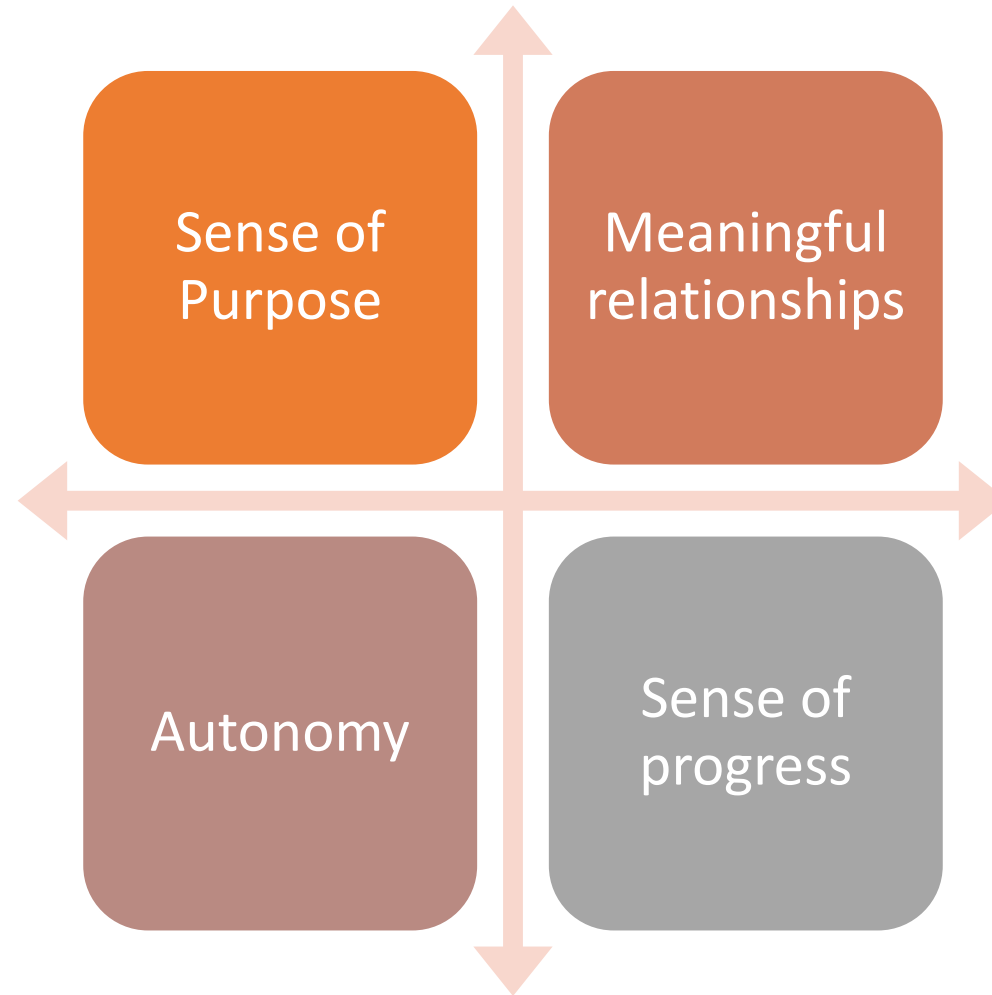
RELATIONSHIP ORIENTATION

Building Trust

Deepening understanding of needs and drivers

Creating and nurturing 'heritage' relationships

Building understanding and Intimacy





Don't just network – create a POWERFUL,
TRUSTED tribe of collaborators



**“UNITY IS STRENGTH... WHEN THERE IS
TEAMWORK AND COLLABORATION, WONDERFUL
THINGS CAN BE ACHIEVED.”**

MATTIE STEPANEK

 Lifhack Quotes