



Collaboration Syllabus

Last Updated August 2017

Instructor Information

Instructor

David Mangan

Email

david.mangan@centerfbc.com

Location & Days/Hours

Atlanta, GA Area - 2.5 Days

General Information

Description

Collaboration takes a much higher level of skill, knowledge, emotional intelligence, and discipline. This program is designed to go beyond teamwork, which is a valuable behavior yet it is rooted in competition and most often defined by group boundaries. Collaboration is defined by mutually beneficial results across organizational, community, geographic or political boundaries. The focus of the collaboration is what all parties must do to have an initiative succeed; the results of the initiative is the hero!

Expectations and Goals

1. Each person will learn how the other training modules provided by the Center for Business Collaboration (Human Dynamics, Dialogue, Problem Solving, Critical Thinking, Systems Thinking, Critical Decision-Making, and Negotiating Change) come together to prepare participants to have the capability to collaborate.
2. Participants will learn the significance of developing the requirements of a collaboration initiative.
3. Each person will develop a clear understanding of what a collaboration process is and how to navigate multi functional individuals/groups/entities to facilitate the actions necessary to bring about a mutually beneficial result.
4. Most importantly participants will learn how to eliminate their own organization's constraints (such as price pressures) and how to balance your own organization's Agenda with the agenda of other actors pulled together to achieve their interest.

Course Materials

Required Materials/Actions

- Bring a laptop with Microsoft Office Suite and access to Google Chrome.
- Pad and pen for note taking.
- Be prepared to share stories about strategic threats to your company's success.

Suggested Text

- **The Culture of Collaboration:** Maximizing Time, Talent and Tools to Create Value in the Global Economy, Red Ape Publishing, Author: Evan Rosen
- **Group Genius:** The Creative Power of Collaboration, Basic Books, Author: Keith Sawyer
- **Requirements By Collaboration:** Workshops for Defining Needs, Addison-Wesley, Author: Ellen Gottesdiener



Center for Business Collaboration
Aligning Organizations to Produce Mutually Beneficial Results

- **Beyond Price:** Differentiate Your Company in Ways That Really Matter, Greenleaf Book Group Press, Authors: Mary Kay Plantes & Robert D. Finfrock
- **Agenda:** What Every Business Must Do to Dominate the Decade, Crown Business, Author: Michael Hammer