



# BUILDING AND SUSTAINING COOPERATION AND COLLABORATION

If you've ever worked in a public or private organization you know that cooperation and coordination are critical for effective execution and organizational success. However, while coordination and cooperation are important components of execution, it appears that they are elusive and difficult to attain. This becomes especially challenging in an organization where people rely on getting work done through others over whom they have no direct authority.

Added to this is the increasing prevalence of virtual collaboration in today's organizations. The virtual nature of the work, coupled with the need to work across organizational boundaries, makes it even more difficult for today's organizations and leaders to create and sustain high levels of cooperation and coordination.

## Program Objectives & Agenda

- ① **Clarifying** when cooperation is needed and what it looks like (clear roles and decision authority)
- ② **Aligning interests** and establishing common ground (shared goals, values and common ground)
- ③ **Improving communication and transparency**



## THE PROGRAM ALSO PROVIDES PRACTICAL GUIDELINES TO HELP LEADERS SUSTAIN CROSS ORGANIZATIONAL COOPERATION AND COLLABORATION.

Participants learn specific tools and approaches to address differences of opinion and resolve disagreements including:

- **Building and sustaining trust**
- **Management conflict**
- **Influence with impact** to gain others' support and commitment
- **When and how** to involve others in decisions to increase quality and acceptance

### Target Audience

- **Experienced Managers**
- **New Employees**
- **Project Managers**
- **New Leaders and Managers**