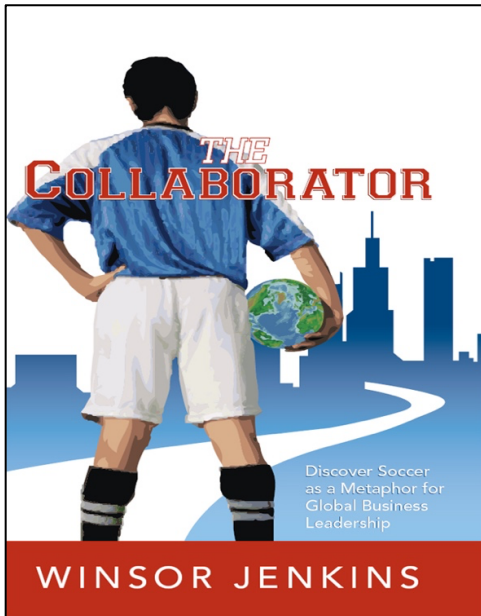


The Collaborator:

Discover Soccer as a Metaphor for Global Business Leadership

by Winsor Jenkins



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Discover Soccer as a Metaphor for Global Business Leadership

Author: Winsor Jenkins

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Book Endorsement

“Winsor Jenkins has written an engaging and readable book that accurately describes the importance of global collaboration in today’s marketplace. His use of soccer as a metaphor for conducting business is persuasive, especially his presentation of why soccer is a more apt descriptor for business than American football.”

-Oren Harari, New York best-selling author of
The Leadership Secrets of Colin Powell

Book Summary

In a world demanding management innovation to solve complex challenges, collaboration is essential. *The Collaborator* is written as a powerful business parable that introduces soccer’s strategic lessons in the form of an innovative yet coherent team operating platform to support team collaboration development. It will appeal to organizations and people at every level interested in producing team-based results.

About the Author

Winsor Jenkins is a former senior-level business leader who played a key role in developing and coaching leaders at every level. During his 30+ year career, he started writing on a part-time basis for the Soccer Journal and the Human Resources Planning Society. This led to writing his first book in 2008, *The Collaborator*, winning the 2009 Axiom Business Book Award – Bronze Medal – in the Category of International Business.

Winsor served as a contributing author in 2016 for the book, *Focus on Them* (ATD Press). He published *Game of Teams* in 2021 and published again in a revised updated version in 2024, winning Axiom’s Silver Medal in the Category of Business Stories/Parables in 2025.

He is a graduate of Cornell University (BS), the University of Idaho (MBA), and the Hudson Institute of Coaching.

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