

The Collaborator: *Discover Soccer as a Metaphor for Global Business Leadership*

by Winsor Jenkins

In a world demanding management innovation to solve complex challenges, the significance of collaboration cannot be underestimated. This book presents a marked departure from customary ways in which management's work is performed, leveraging the game of soccer's strategic lessons to introduce a coherent 'operating platform' to support team collaboration.

The Collaborator: Discover Soccer as a Metaphor for Global Business Leadership is an award-winning book that promotes soccer as a viable metaphor (model) to help people harness the power of connections across a team network to effectively collaborate and produce results. The operating platform introduced in the book lays out several team principles and a series of essential competencies that come from the game of soccer; an environment where team success is only achieved by from practicing interdependency across a network to effectively collaborate.

The Collaborator is written as a powerful business parable that introduces the global game of soccer as an innovative yet coherent framework to support peoples' understanding of what it takes to effectively collaborate in today's team-based global business world. Readers will follow the developmental journey of a newly promoted global manager, challenging her commitment and confidence along the way. Her task must be accomplished in real-time. The story is structured across twelve chapters (and an appendix) with each chapter building on the previous one to support her development of team principles and essential competencies introduced in the platform. She is confronted with the need to embrace the idea that soccer's metaphor offers a methodology for generating team results, where people must be highly competent in adapting to changing conditions, assimilate new information on the run, and apply multiple skills all in real-time cross a network to succeed, as in soccer! With the strong support of her supervisor and global team members, she succeeds in her completing the development steps to lead her team.

This book will appeal to all organizations and their people at every level interested in producing results via team-based applications. With soccer embedded in the operating platform, it may even be more relevant in markets where team values, teamwork, sports, and professional development are highly valued, aligning with market demand, thought leadership, and global appeal.

As a team development advocate and soccer enthusiast with over 30 years of executive leadership development experience including coaching, the author invites readers to discover the magic of soccer's metaphor, rethinking team development by introducing soccer's strategic lessons as part of a larger developmental framework. His qualifications extend to writing for the *Soccer Journal*, the *Human Resources Planning Society*, and *Association for Talent Development (ATD)*, along with *The Collaborator*, winning the Axiom Business Book Award – Bronze Medal – in the category of International Business/Globalization. This was followed by his second book, *Game of Teams*, winning Axiom's Silver Medal in the category of Business Stories/Parables in 2025 – and the North American Book Award – Silver Medal – in the category of Business – Leadership / Management in 2025.