

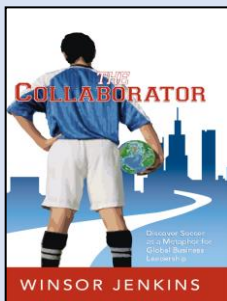
# The Collaboration Game



“Today’s highly competitive global business world – where technology is empowering organizations to be more responsive to markets, and empowering employees on the front line to make decisions, take risks, to manage change – has become more and more like soccer.”

Winsor Jenkins,

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



## Training Managers to Collaborate

**The Collaboration Game** is a one-day, experiential training simulation that teaches managers (and people on teams) how to effectively collaborate to produce win-win outcomes.

With more and more work being done by teams, collaboration is critical to organization success in today’s hyperconnected world. Why? We know that innovation, for example, is a product of collaboration and key to business growth – and it represents one of the last remaining ways to achieve a competitive advantage! The ability to effectively collaborate demands the application of a *collaborative mindset* that can harness the power of connections across the team’s network to produce value adding, win-win outcomes.

Because many people don’t know how to function with a collaborative mindset, it’s important to start here as a first step. Collaboration’s *mindset* is made up of a series of operating principles people first learn to help teams perform. Next, a series of competencies focused on collaboration are introduced for developing collaboration’s *skill-set*. Combined with the operating principles, managers now have an *operating platform* to apply for developing (and coaching) people on teams to produce win-win outcomes.

## Board-Game Simulation

The program uses the game of soccer to teach people how to *lead with mindset* to effectively collaborate. Why soccer? Played at its highest level, soccer is an excellent example of a sport with teams whose success is directly related to their ability to apply a collaborative mindset for producing a high level of team *interdependence* and optimize performance.

Using a board-game, participants work on small teams whose purpose is to function with a *mindset* that supports the application of collaboration skills. Teams are challenged to discover solutions to a series of “business” scenarios that examine their mindset (and skillset) for offering win-win solutions. It’s played in two halves like soccer, with large-group debriefs after each half to discuss and solidify the learning.

The workshop is fast-paced, content rich and highly interactive. It makes a compelling case for developing teams who need to practice genuine team collaboration in the workplace.



## Learning Objectives

By the end of the workshop, participants will be able to:

- Discover a practical way to produce a high level of team interdependence for optimizing performance
- Learn a new mindset and skillset for practicing team collaboration in the workplace.
- Personalize a plan to develop competencies focused on collaboration
- Apply an operating platform to support innovation, change management and performance initiatives
- Promote a common language and approach to team collaboration that permeates organization culture

## Collaborate to Innovate

Research shows that innovation is a result of large numbers of connection points in a network, that it doesn't emanate from individual people, and it lives in the social network. In other words *collaboration* is the enabler of innovation. The workshop provides an added opportunity to develop teams for leveraging efforts to innovate in organizations.

## Silo Busting

Eliminating silos is key to both team and organization success. The workshop tackles silo busting leading to improved results.

## Team Coaching

Applying this operating framework provides a platform for managers to use to develop and coach teams.

## Audience

**The Collaboration Game** is designed for all managers (and people on teams) who need to improve their team effectiveness and performance.

## Training Program Delivery

- Off-the-shelf delivered by a trained facilitator
- Train-the-Trainer

## Contact

For more information, email or call:

- Winsor Jenkins at [wins@winsorjenkins.com](mailto:wins@winsorjenkins.com) (503.201.0772)



“Alternative mindsets aren’t simply inserted as new software – they must be learned.”

Dinah Zohar,

*An Alternative Sports Metaphor for Understanding Teamwork as Complex: Soccer*



“Teaching people a new range of competencies that focus on collaboration is a key step to developing collaboration skills.”

Center for Creative Leadership  
2014 report, *Future Trends in Leadership Development*