



**Partnering and Collaboration:
Why can't everyone else just think
like me?**

**Waterways Report Card Network
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11:00 – 11:05 Form groups of three

Good morning.

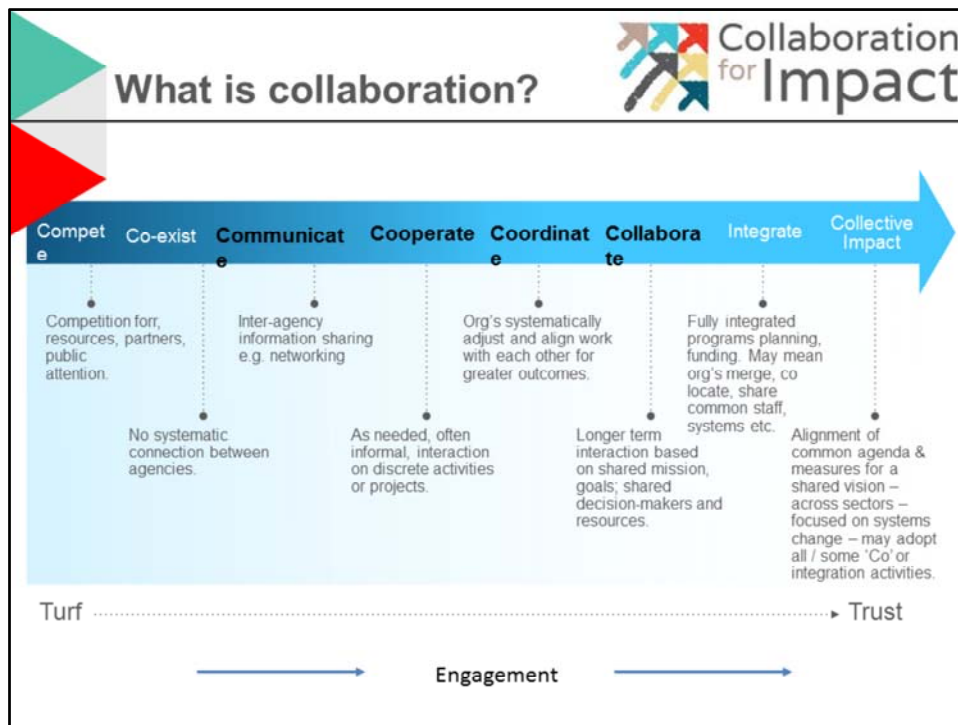
Its great to be with you here today exploring collaboration.

About me.

Most of the next hour will be in workshop format where you will get to practice your collaboration skills.

Before we start could you take a moment to write down 3 stakeholders you work with.

But before we start lets get clear about what collaboration is.



To improve the health of the river your agency is focused on, you need multiple stakeholders to be involved. The question is which way is it best to involve them to get the results you are looking for


Today we are looking at these three forms of partnership. All involve you working with stakeholders outside your agency or across silos and departments within it.

TALK WITH PARTNER ABOUT WHAT TYPE OF PARTNERSHIP IS HAPPENING IN YOUR PROJECT

The foundation skill in any of these forms of partnership is engagement. Engagement is involved in getting a new stakeholder to join the partnership. Engagement can also be about influencing an existing stakeholder to contribute something new or more to the partnership.

Engaging stakeholders

Collaboration
for
Impact

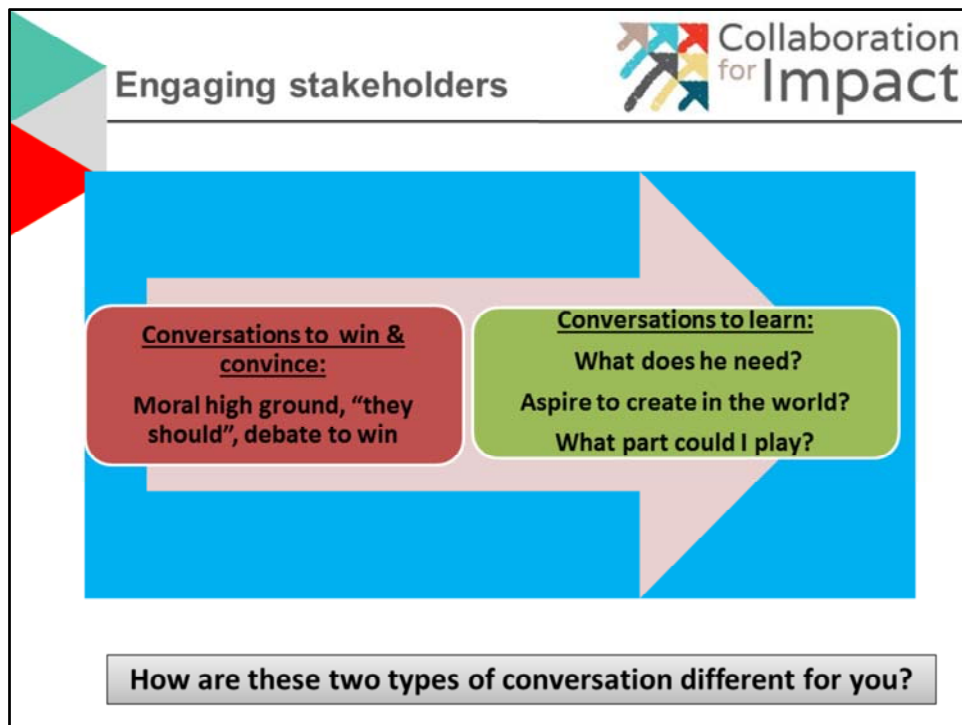


“Seek first to understand, and then be understood”

Stephen Covey
7 Habits of Highly Successful People

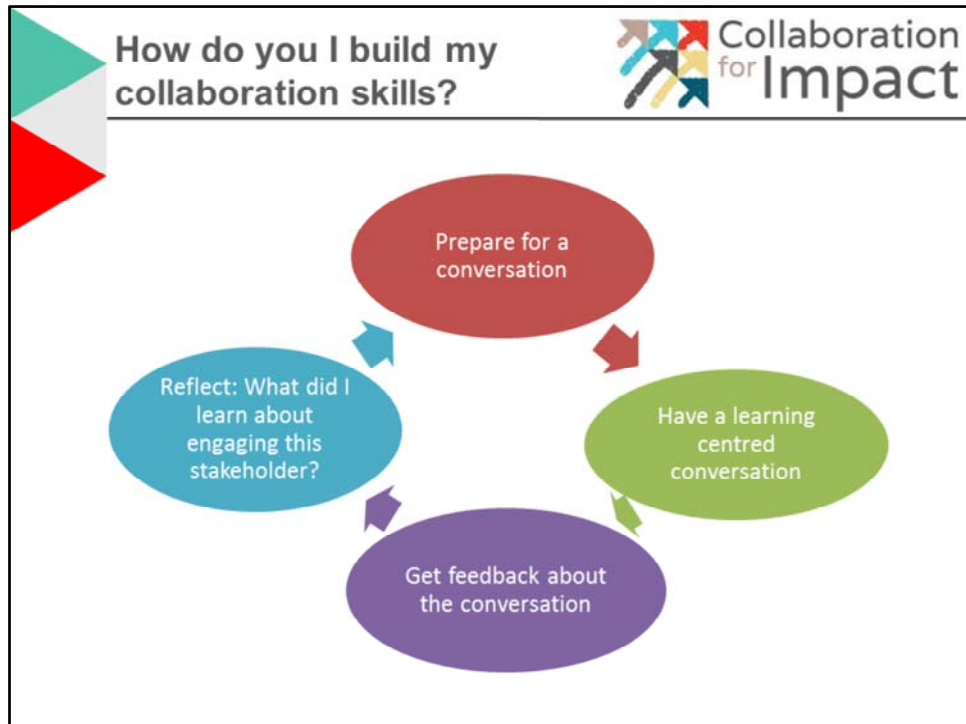
And the foundation skill within engagement is this one.

WHAT DOES THIS MEAN TO YOU? (WHOLE ROOM)




Today is going to be about you a chance to practice moving from a conversation style where you

PARTNER OR WHOLE ROOM DEPENDING ON TIMING



Engagement happens one conversation at a time.
So the trick is – how do you become great at having engagement conversations.
This is the model for learning how we get good at engagement conversations we will use today –

How do you I build my collaboration skills?



Prepare for a conversation

Decide who you will practice this real play on

Engage a new stakeholder in your project

Your goal:

To learn about how your stakeholder views your project i.e. benefits, problems, gains and losses

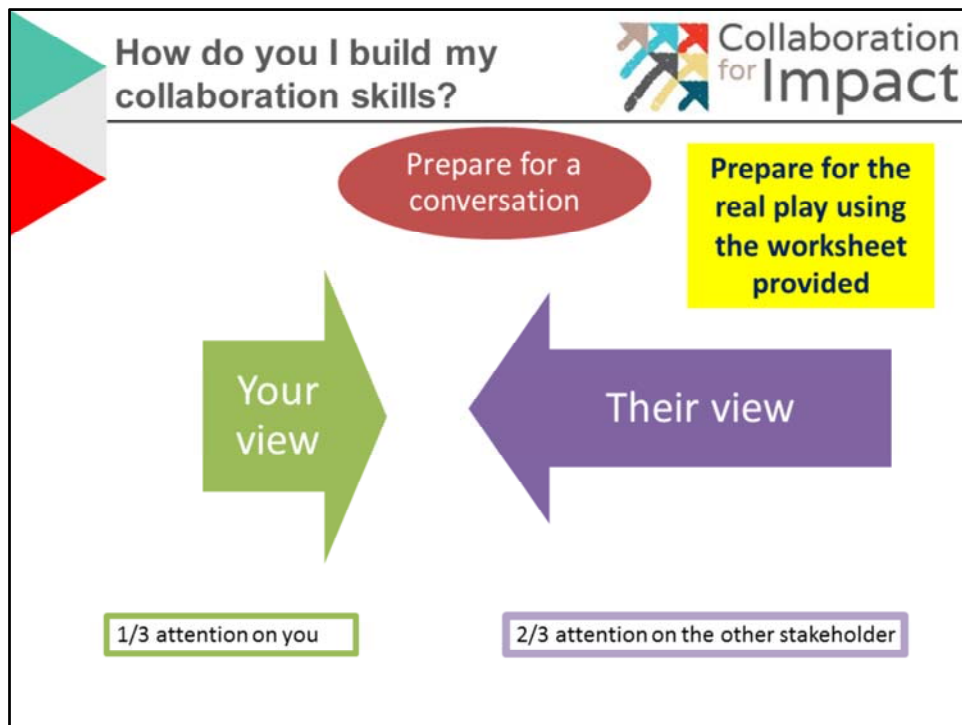
OR

Engage an existing stakeholder more deeply in your project

Your goal:

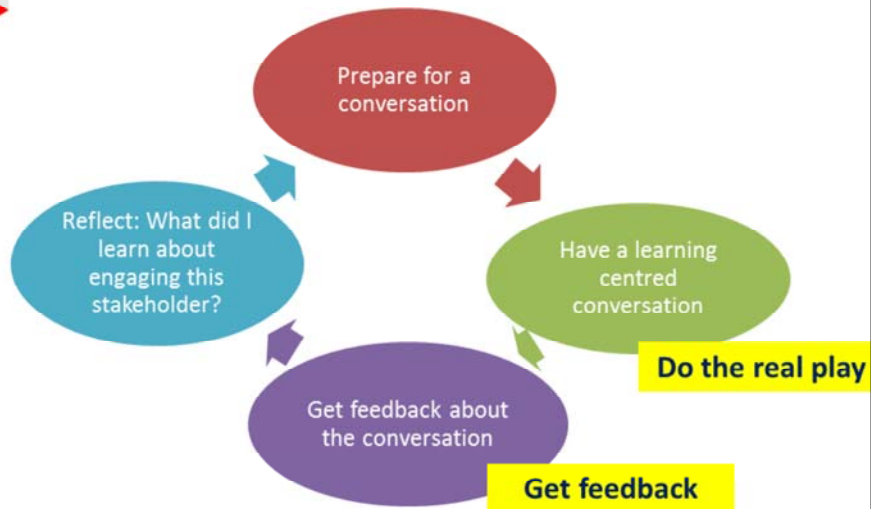
To learn about the stakeholder's point of view about getting more deeply involved i.e. benefits, problems, gains and losses.

Think of a stakeholder you will have a practice conversation on – What type of conversation



Do the worksheet noticing most of the preparation is honing down on what you need to learn to engage the stakeholder

How do you I build my collaboration skills?





Real Play Instructions: 1



1. Remember group order

Tallest – A

Medium – B

Shortest – C

2. Assign Round One Roles

A - Real player

B - Actor

C - Gives feedback

3. Get ready for round one:

The real player gives the actor a 2 minute brief about;

- The situation
- The type of conversation she/he will have
- Assumptions about the stakeholder

4. Do real play:

5. Do feedback on real play:

1. What did the real player do particularly well to engage the stakeholder?

2. What could the real player try doing differently next time?



Real Play Instructions: 2



1. Remember group order

Tallest – A

Medium – B

Shortest – C

2. Assign Round Two Roles

C - Real player

A - Actor

B - Gives feedback

3. Get ready for round one:

The real player gives the actor a 2 minute brief about;

- The situation
- The type of conversation she/he will have
- Assumptions about the stakeholder

4. Do real play:

5. Do feedback on real play:

1. What did the real player do particularly well to engage the stakeholder?

2. What could the real player try doing differently next time?



Real Play Instructions: 3



1. Remember group order

Tallest – A

Medium – B

Shortest – C

2. Assign Round One Roles

B - Real player

C – Actor

A - Gives feedback

3. Get ready for round one:

The real player gives the actor a 2 minute brief about;

- The situation
- The type of conversation she/he will have
- Assumptions about the stakeholder

4. Do real play:

5. Do feedback on real play:

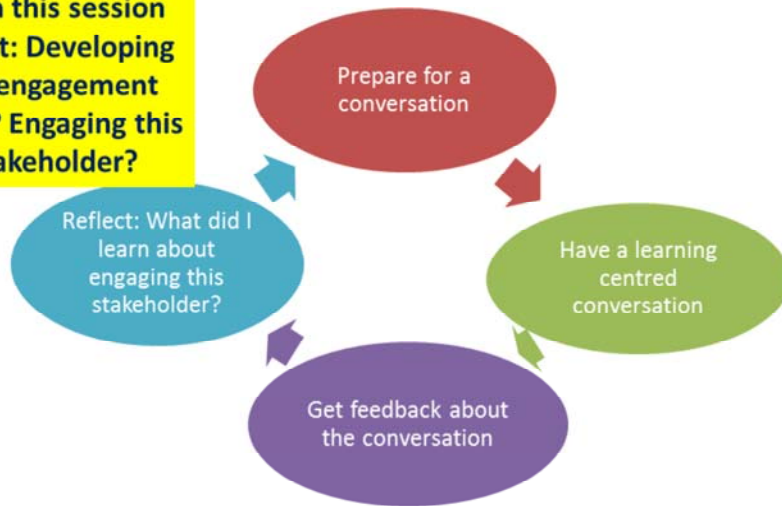
1. What did the real player do particularly well to engage the stakeholder?

2. What could the real player try doing differently next time?

How do you I build my collaboration skills?



What have I learnt from this session about: Developing my engagement skills? Engaging this stakeholder?



- 1. What's your highlight learning today?**
- 2. How will you put this into practice?**