



OVERVIEW

This hands-on four-hour program is designed to enable participants to more effectively collaborate with others in the organization.

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

- Identify the three principles critical for peer-to-peer collaboration
- Recognize the difference between cooperation and collaboration
- List the three sources of power and their relevance in peer-to-peer negotiation
- Describe the law of reciprocity in influencing others
- Practice listening and encouraging in order to build rapport
- Practice adjusting their communication based upon another person's communication style
- Classify the steps on the "Ladder of Conflict"
- Describe strategies for overcoming three common forms of resistance
- Apply best practices moving forward

PROGRAM FLOW: KEY CONTENT AREAS

Welcome

- Introduction, learning objectives
- Principles of collaboration

Collaboration Continuum

- Coercion, participation, cooperation and collaboration
- Opportunity for collaboration

Nynsyl Shrine © (Experiential Activity)

- Mindset and approach
© Nynsyl Shrine is a Copyright of Eagle's Flight

Power and Influence

- Sources of power
- Building power
- Activity: Listen and Encourage

Communication Styles

- Assessment
- Adjusting to others' style

Information and Understanding

- Activity: All-In

Deep Listening

- Techniques
- Having a fallback

Workshop Close