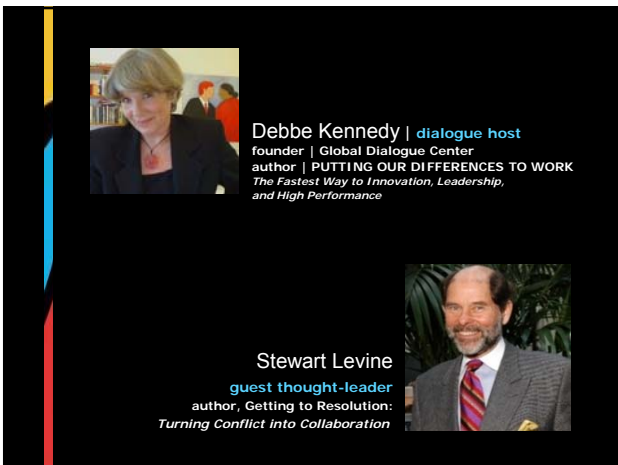


SLIDESHOW SUMMARY for Powerful Collaborations with Stewart Levine; hosted by Debbe Kennedy, an ONLINE Dialogue at the Global Dialogue Center. Provided for participants' notes and reference. www.globaldialoguecenter.com



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3 BOOKS by Stewart Levine



Powerful Collaborations

Building High Performance Teams, Partnerships & Marriages





On the **AGENDA**

- **SETTING THE STAGE** for our conversation
 - Where are **YOU**?
 - What **YOU** told us about yourselves?
 - Your **TOP CHALLENGES** | Collaboration

- **POWER COLLABORATIONS**
 Building High Performance Teams, Partnerships & Marriages
 - Seeding conversation with **STEWART LEVINE**
 - Answering **YOUR QUESTIONS**
 - Gathering **IDEAS** and **RESOURCES** to take home

 - **Informal Conversation with YOU**

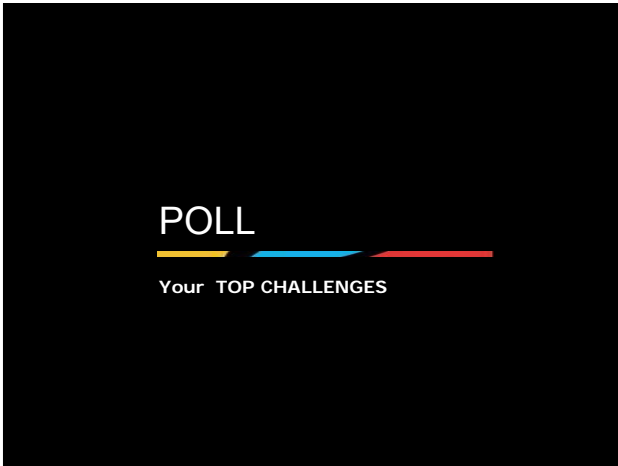




The Final Count | 300+ leaders and innovators from 19 countries









Powerful Collaborations...

Why?
What?
How?
Actionable IDEAS

Why?

"The WORLD is FLAT..."

– Tom Fredman

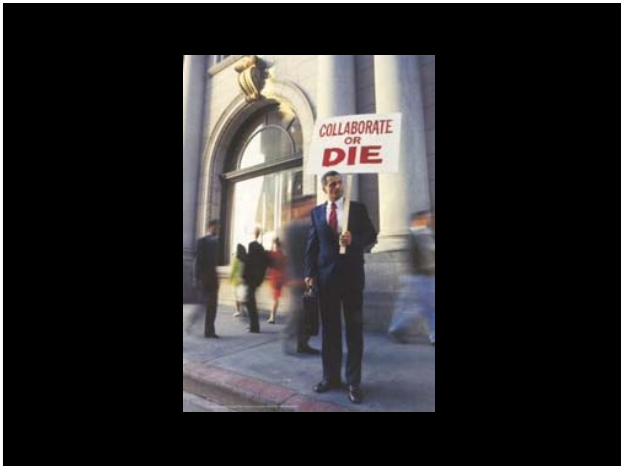
Globalization of BUSINESS











CO\$\$ OF CONFLICT

DIRECT COST
Expert help

PRODUCTIVITY COST
Time lost, reduced capacity, opportunity cost

CONTINUITY COST
Losing someone

EMOTIONAL COST
Stress related disease

CO\$\$ OF MISCOMMUNICATION

Distrust | Turnover | Stress | Conflict
 Passive – Aggressive Behavior
 Productivity | Missed Deadlines
 Reduced QUALITY | "Do-Overs"
 SILOS | reduced COLLABORATION
 DECREASED Customer Satisfaction

FACTS...

- **CONFLICT** is natural, neither positive nor negative. It is!
- **CONFLICT** is an interference pattern of energies.
- Nature uses **CONFLICT** as a motivator for change, creating beautiful beaches, canyons, mountains and pearls.



It's not whether you have **CONFLICT** in your life.

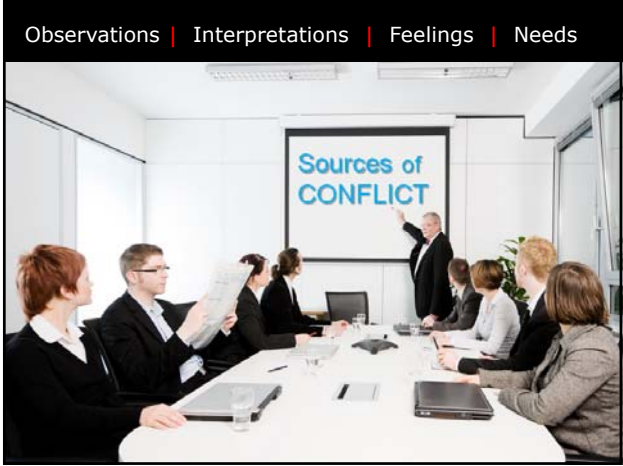
It's what **YOU DO** with it!

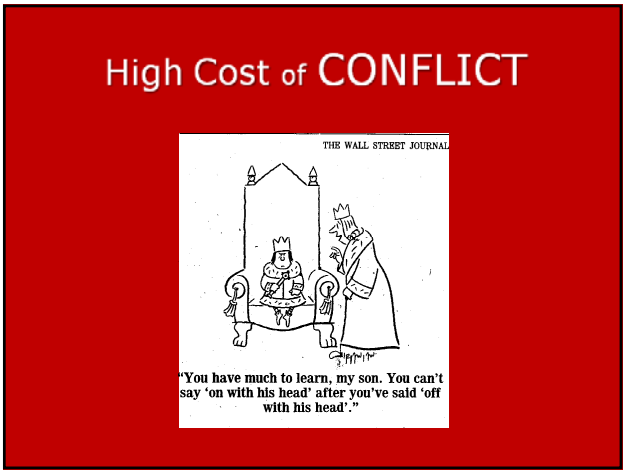
“Winning and losing are goals for games,
not for CONFLICT.

Learning, growing and cooperating are
goals for resolving CONFLICT.

Resolving CONFLICT is rarely about who is right.
CONFLICT begins within.”

— Thomas Crum
The Magic of Conflict





High Value of COLLABORATION

- Key driver of organizational performance
 - 2x** as significant as new MARKET OPPORTUNITIES
 - 5x** as significant as external MARKET ENVIRONMENT
- Impacts the *gold standards* of performance:
 - Profitability | Profit | Sales

Source: Impact of Collaboration on Business Performance by Frost & Sullivan | sponsored by Microsoft and Verizon

Conflict Resolution | COLLABORATION

A return to productivity; pathway to higher performance



RESOLUTION Requires



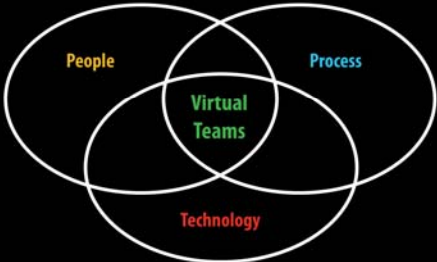


What it asks of YOU?
What it asks of **EVERYONE?**

- Emotionally Intelligent
- Conscious Communicator
- Valuing Collaboration
- Resolutionary Thinking
- Crafting Agreements for **RESULTS**
- Choosing to **CHANGE** Behavior

What?

COLLABORATION
A Holistic Approach



People Process

Virtual Teams

Technology



**Conscious
Communication**

A critical skill
for everyone

Remember...

You can't take back
the **WORDS** you speak

...or the **ACTIONS** you take.


**Becoming Emotionally
INTELLIGENT**



- Self-Knowledge
- Self-Awareness
- Self-Regulation
- Self-Motivation
- Empathy
- Social Skills

“ If you knew the secret history of those **YOU** would like to punish, you would find a sorrow and suffering enough to disarm your hostility. ”

— H. W. Longfellow



Recognizing Differences
 Responding and Reacting
 Use "I" statements
 Design - Know | Do | Feel
 S O F T E N - Non Verbal
 "Don' t Bark Back at Barking Dogs"
 Mirroring | Identifying
 Buber - Object | Subject
 Providing Effective Feedback

**Communication
 TOOLBOX**

Your most **POWERFUL TOOL**



Listening

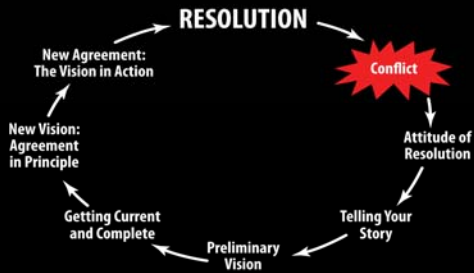
RESOLUTIONARY THINKING



- Abundance
- Creativity
- Open
- Feelings
- Learning
- Efficiency
- Foster Resolution
- Long-Term'
- Disclosure
- Responsibility

RESOLUTION PROCESS

...an ongoing CYCLE of Collaboration





Beginning New COLLABORATIONS

Laws of Agreement

Essential Elements for NEW AGREEMENTS

- Intent and vision
- Roles
- Promises
- Time | Value
- Measurement of SATISFACTION
- Concerns and fears
- Renegotiation | Dissolution
- Consequences
- Conflict resolution
- Agreement ?

EARS + EYES + HEART

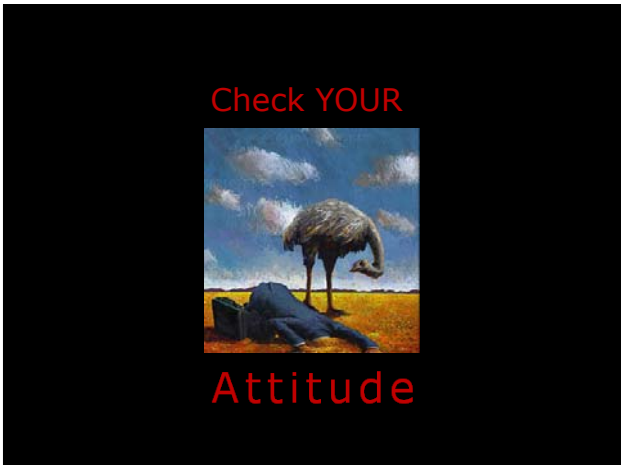


“Alone we can do so little;
TOGETHER we can do so much.”
— Helen Keller

Powerful COLLABORATIONS







What is your ATTITUDE toward Conflict?

- Where did it come from?
- Is it serving YOU?
- Did you ever make a choice about it?

Take a look at your



Culture

“CULTURE is a “fuzzy” word. A more focused understanding:

Organizational relationships reflect and embody the culture. The sum of relationships is the culture! Relationships reflect web of implicit and explicit agreements that are the organization.”

— Max DuPree
Covental Relationships

What is the **CULTURE**
of your...

- organization ?
- family ?
- marriage ?
- community ?

What is the state of your



Agreements

What is the state of your
AGREEMENTS?

- yourself ?
- your loved ones?
- your work place ?
- your boss | manager | supervisor?
- your partners?



Laws of Agreement

- Explicit and implicit agreements
- "Sea" of agreements
- Never-learned agreements
- Source of Productivity
- Agreements = SHARED VISION/ Map
- Agreements + + + Chances for Satisfaction
- Practice enables masterful agreements
- Conflict arises
- Breakdowns = opportunity for CREATIVITY
- Resolving Conflicts = New Agreement

Strengthen Your SKILLS to

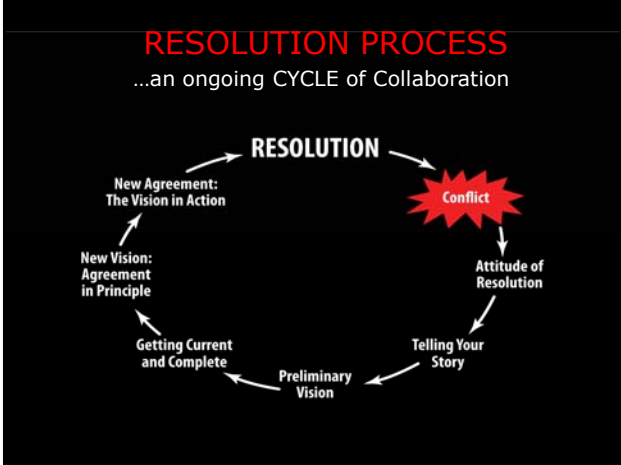


Create POWERFUL Collaborations

Powerful Collaborations

Actionable IDEAS

- Value DIFFERENCES
- Develop Emotional Intelligence
- Allow emergence of "Third Body" in shared space
- Foster CONTRIBUTION of *natural genius*
- Build bridges of shared vision | meaning
- Embrace "Resolutionary Thinking"
- Practice 3 V's awareness | "non-verbal" communication

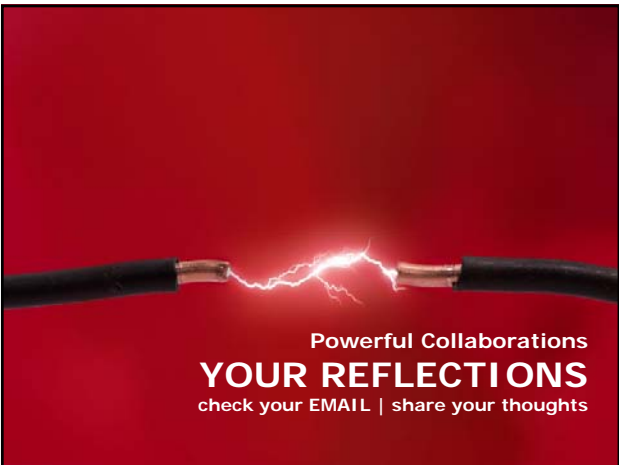














Take a STAND | Make a Comment
Share your perspective

INFORMAL CONVERSATION with YOU

QUESTION
Comment
Idea

1 Talk with Stewart and Debbe using Computer Audio?
Mute | Unmute

2 Using PHONE or SKYPE?
Press *6 on keypad to Mute | Unmute

3

WRITE on the WALL!
so everyone can see it.

Do NOT TOUCH ☹️
It erases everyone's!



Stewart Levine

YOUR QUESTIONS | COMMENTS
take the MIC or write something

