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We Have Known; The Consensus Question; Chapter 6: A Clearly Defined Purpose; Successful Purpose Statements; A Life-Saving Purpose; Three Time Periods; Before the Collaboration; At the Initial Meeting; By Negotiation; How to Collaborate Purposefully: A Step-By-Step Guide; Step One; Step Two; Step Three; Step Four; Step Five; Step Six; Step Seven; The Art of Purpose; Chapter 7: A Formal Charter Psychological and Moral Buy-In The Essential Ingredients; A Charter Example; Signing the Charter; Chapter 8: The Northbound Train; A Political Train Heading North; When a Northbound Train Begins to Slow; It's Ok to Fail-Just Do It Early; Creating the Perception of a Northbound Train; Signs of a Northbound Train; Chapter 9: Defining Common Ground; Common Assumptions; Common Standards; Common Sources and a Common Base of Information; Mitigating Disagreement; Two Techniques to Foster Common Understanding; Principles; Information Gathering and Dissemination Why Great Collaborations Run on the Same Rail Gauge How to Find and Establish Common Ground; Create Transparency; Find a Third Party; Anticipate Disagreements; Impose Certain Standards In Certain Situations; Adopt and Adapt Information Principles; Can You Agree?; Chapter 10: Collaborative Intelligence; Five Crucial Traits of CI; Empathetic; Optimistic, with an Abundance Mentality; Principle-Focused; Transparent; Outcome-Oriented; Diverse Countries, Cultures, Concerns; Togetherness When Things Get Tough; What Does Collective Collaborative Intelligence Look like? Responding to the Low-CI Individual

Sommario/riassunto

"From Governor and White House cabinet member Michael Leavitt: how to find collaborative solutions to the greatest challenges Your business challenges extend far beyond you and your firm, to the competitors within your industry and the regulators outside it. Finding solutions to larger issues requires cooperation between diverse stakeholders, and in this rapidly changing world, only those able to adapt and network successfully will produce fast, competitive solutions. How can leaders successfully bridge divides and turn competitors into collaborators? Leavitt and McKeown explain how a well-chosen network can become a powerful alliance. Whether you're launching a new partnership, or rehabilitating one already in progress, Finding Allies, Building Alliances will help you find workable solutions to the most complex problems. Written by Micheal O. Leavitt, former Governor of Utah who brought the 2002 Winter Olympics to Salt Lake City, former US Secretary of Health and human services, and former head of the EPA; with his former Chief of Staff and business partner Rich McKeown, co-founder of Leavitt Partners Includes a framework of 8 elements that will help any leader foster and maintain an effective, productive collaborative venture Shows how better collaboration can not only solve problems, but boost the competitiveness and resilience in all sectors Finding Allies, Building Alliances is essential reading for any business leader looking for transformative solutions and a sustainable future"--
