Agenda

• Yesterday’s leader
• What forces are reshaping leadership
• The “Shift”
• Necessary skills for the future
• Collaboration – meaning, value & benefits
• Collaborative ideas and examples
• Call to Action
Leadership

“In times of change, learners inherit the Earth, while the learned find themselves beautifully equipped to deal with a world that no longer exists.”

Eric Hoffer
Command and Control Leadership

- Center of knowledge and power
- Micromanager
- Controlling
- Leader knows best
Does this sound familiar?

Today At Work...

I MADE IT CLEAR THAT I DON'T WANT MY EMPLOYEES TO BE SCARED OF ME.

ANY EMPLOYEE WHO IS SCARED OF ME WILL BE FIRED IMMEDIATELY.

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*Go Where There Be Dragons*

Information about leadership was sourced from:

The Conference Board of Canada White Paper

**Go Where There Be Dragons**

Leadership Essential for 2020 and Beyond

By Charles Mitchell and David Learmond
External Changes Affecting Leadership*

- Pace of Change
- Shrinking workforce
- Transparency and Accountability
- More Regulation
...........and more*

Diversity

Corporate Social Responsibility

Changing expectations of the workforce

Customer Sophistication
How is this Impacting Leadership?**

Leadership Was:
- A Position
- Power lies in position
- Rewarded for being a star
- Competitive
- Sells their opinion
- Independent decision making

Leadership in the Future:
- A Process
- Power lies in knowledge
- Success of others
- Collaborative
- Inquires for buy-in
- Inter-dependent decision making

Changing Nature of Leadership – by Andre Martin
Skills for Leaders in the Future*

• Model adaptability
• Build trust
• Be reflective and know thyself
• Build and manage networks
• Facilitate the possible
• Let people contribute
• Inspire innovation and creativity
• Tell a compelling story
The Tool that all Leaders will Need in Their Kits........

Collaboration

– The action of working with someone to produce or create something.

Cooperation

Alliances

Co-opetition

Partnerships
Real Value of Collaboration

One + One = Five
What are the Key Benefits to Collaborating?

*Cited by CEO’s in IBM Global Service Survey

- Reduced costs
- **Improved customer service**
- Access to new skills and products
- Increased revenue
- Access to markets and customers
- **Overall speed and flexibility**
- Reduced capital/risk
- **Faster time to market**
- Focus and specialization
Who to Collaborate With?

Your Industry
- Buying groups for common products
- Joint advertising

Outside of Industry
- Share talent or space
- Joint advertising
- Cross market customer list with complimentary products

Non-Profits
- Joint advertising and communication
- Share space, talent
Co-opetition, Co-operation and Collaboration

• Solution Center – 34 to 37 Credit Unions
• Started small – buying computers and ATMs
• After a year of operation have saved members over $1.5 million
• Another couple of million in the hopper
• Share expertise, knowledge
• Raising the bar throughout the Province
Complimentary Industry Collaboration

Sheet metal worker – serves construction industry

Welder – serves small manufacturing industry

Electrician – serves construction industry

Share bookkeeping, advertising, cross refer clients and source apprentices for each other
Co-opetition Example – Restaurant Business

- Bulk Buying for Linens – plates etc.
- Jointly creating coupon books
- Sharing ancillary suppliers
- Creating “Food” events
- Sharing Advertising
Alliance Clearing House?

ThinkAlliance.com is an international affiliation of business strategists, consultants, marketers, and dealmakers, all dedicated to bringing people and their companies together with other like-minded business people for mutual gain.

Simply put, ThinkAlliance.com helps create more profits for companies of all sizes. The business relationships we create can take the form of joint ventures, cross-promotions, strategic alliances, partnerships, endorsements, brain trusts, marketing alliances, and just about any other scenario you could imagine. Many times, the alliance-creation fee is paid from proceeds of the new sales created by the alliance itself, so the cost to all parties is zero.

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Government Collaboration

Build A Culture of Innovation in Your Organization
Where cooking has become somewhat of a lost art, so has the emphasis on leveraging creativity as an essential ingredient to powerful and productive problem solving.
→ Read more...

The Alliance for Innovation works to transform local

City of Grandview, MO

City of San Jose, CA

Grant Navigator PE
Search for Federal Grants

Public Service
The Value of Public Service

The Future of Local
Benefits that Accrue to Government

Networkfleet Partners with Alliance for Innovation to Benefit Local Governments

- Free Workshop on May 12 Offers Solutions to Reduce Costs and Increase Efficiency of Government Fleets -

SAN DIEGO--(BUSINESS WIRE)--Networkfleet, Inc., a leader in wireless fleet management, today announced that it has become a Corporate Partner of the Alliance for Innovation to help local governments benefit from new technology. The Alliance for Innovation is an international network of progressive governments and partners committed to transforming local government by accelerating the development and dissemination of innovations. Networkfleet and the Alliance for Innovation will offer a series of free workshops on ways local governments can exceed fleet optimization goals. The next workshop is scheduled for May 12, 2011, in Arvada, Colorado.
Government Co-operation

- Economic Development
- Recycling
- Water
- Transportation
- Sewer
Call to Action

• In the next 90 days consider who has skills you need in your business/government/non-profit
• Consider what you have to offer another business/government/non-profit
• Consider what a win/win might look like and invite your prospective partner(s) to lunch to chat about the opportunity
Final Word

• When you collaborate or partner – ensure expectations are clear for everyone
• Make sure you can easily communicate with your prospective partner
• Use some form of documentation to solidify your arrangement - the bigger the commitment the more likely you need legal assistance
Thank You

Questions