

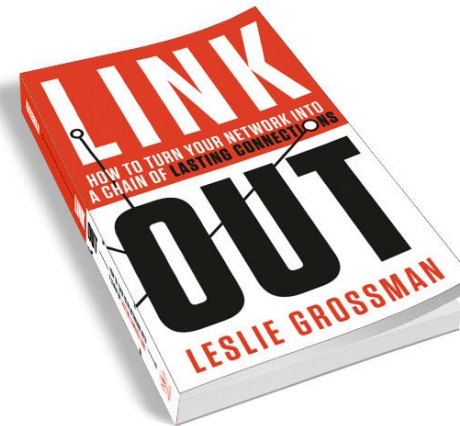
Thank you for joining:

***Competition vs. Collaboration***

***How the Best Leaders Achieve Success and  
You Can, Too!***

The webinar will begin shortly.

If you are experiencing technical difficulties  
with Adobe Connect, please call  
1-800-422-3623.



## ***Competition vs. Collaboration***

***How the Best Leaders Achieve Success and You Can, Too!***

***Presented by: Leslie Grossman***

**May 22, 2014**

**12 pm – 1pm EDT**

# GOALS

1. Begin to shift your mindset from 'me' to 'we'
2. Learn skills of collaborative leaders
3. Achieve your vision of success through collaboration

**COMPETITION**

**OR**

**COLLABORATION**

# Competition vs. Collaboration

- **What do you practice as a leader?**
- **How do you lead?**

# Collaboration vs. Competition



# Collaboration vs. Competition



# Collaboration vs. Competition?





# Collaborative leaders

- **Redefine success.** Collaborative leaders transcend narrow agendas and define success as a bigger goal.
- **Involve others.** Collaborative leaders are open to input, different viewpoints, debate, and work with others on decision-making
- **Be accountable.** Collaborative leaders see themselves as responsible for reaching goals and accountable for their success

(Morten Hansen, *Collaboration: How Leaders Avoid the Traps, Build Common Ground and Reap Success*)

# Competitive Leaders

## Traits Create Barriers to Success

- A hunger for power
- Arrogance
- Defensiveness
- Fear
- Big egos

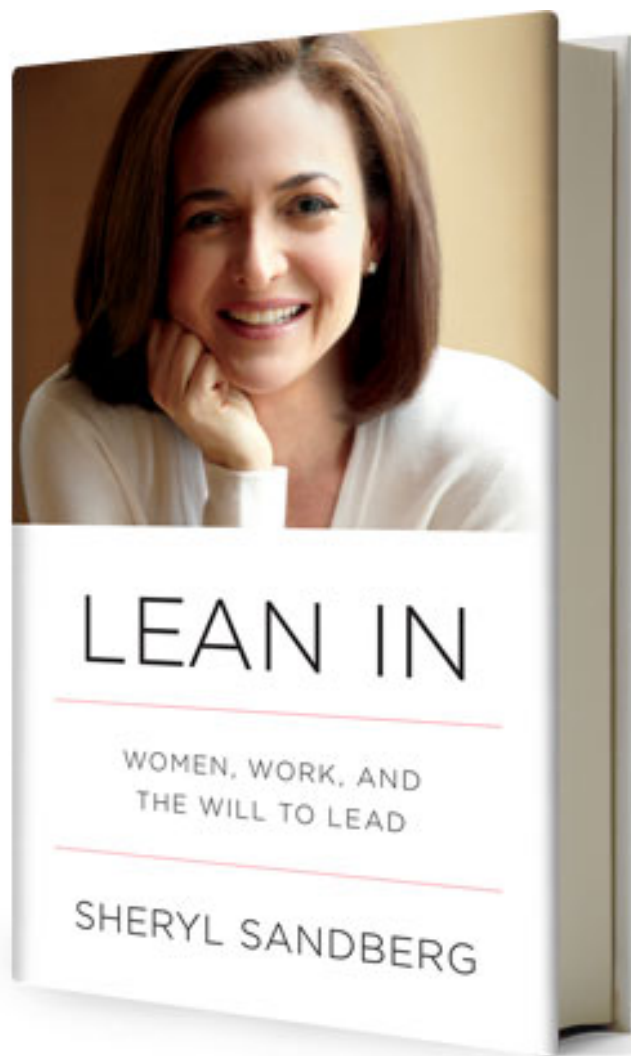
# Collaboration of Organizations is the New Competition

1. Clearly define what you can do together
2. Leaders must be committed to the collaboration
3. Track progress and results and collectively evaluate and refine work
4. Share what you learn with your constituents immediately
5. Support the collaboration by assigning staff responsibility

--HBR Blog Network, Ben Hecht, 1/10/13

**Abundance or Scarcity?**

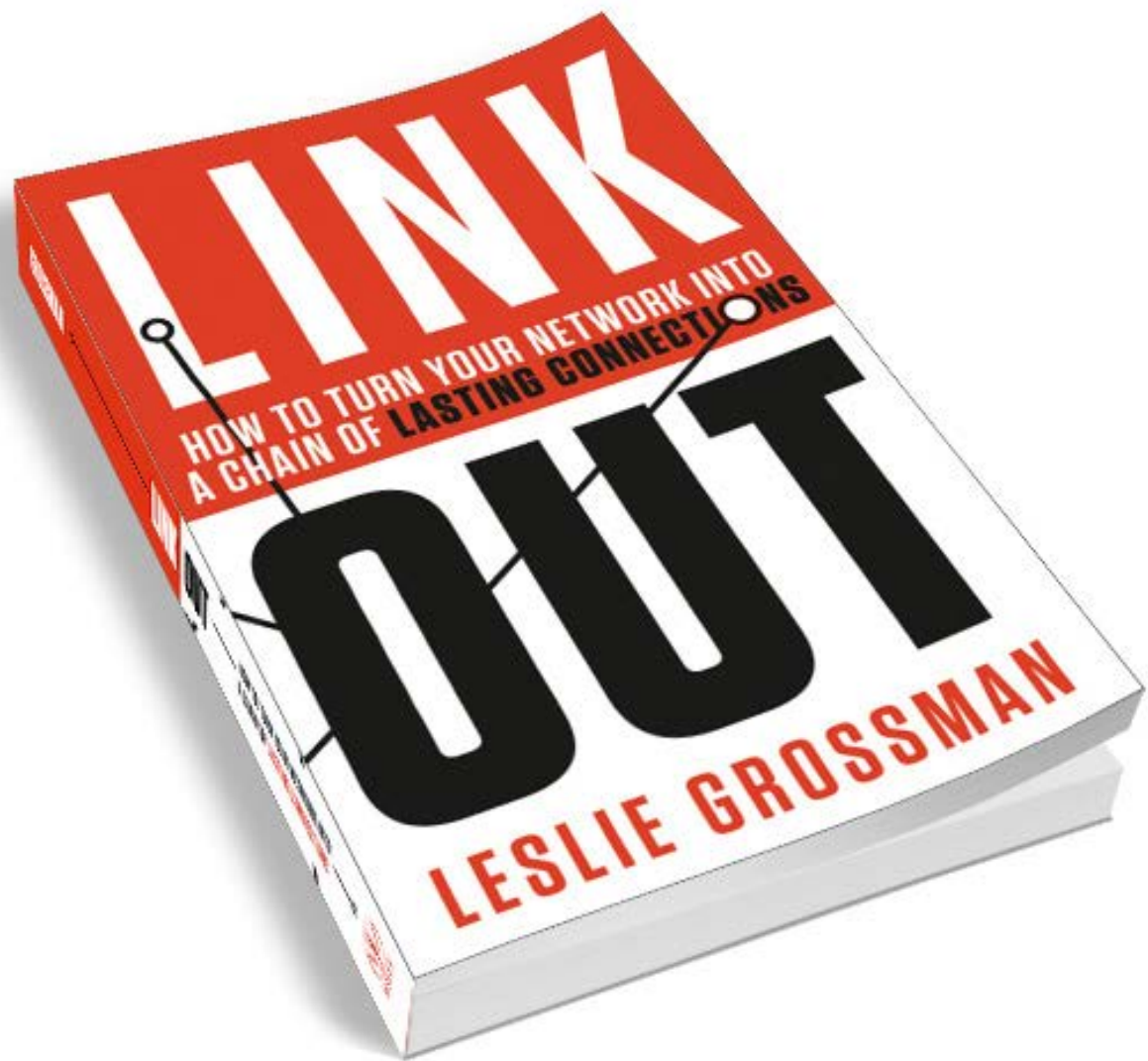
**How do you view the world?**



# LEAN IN

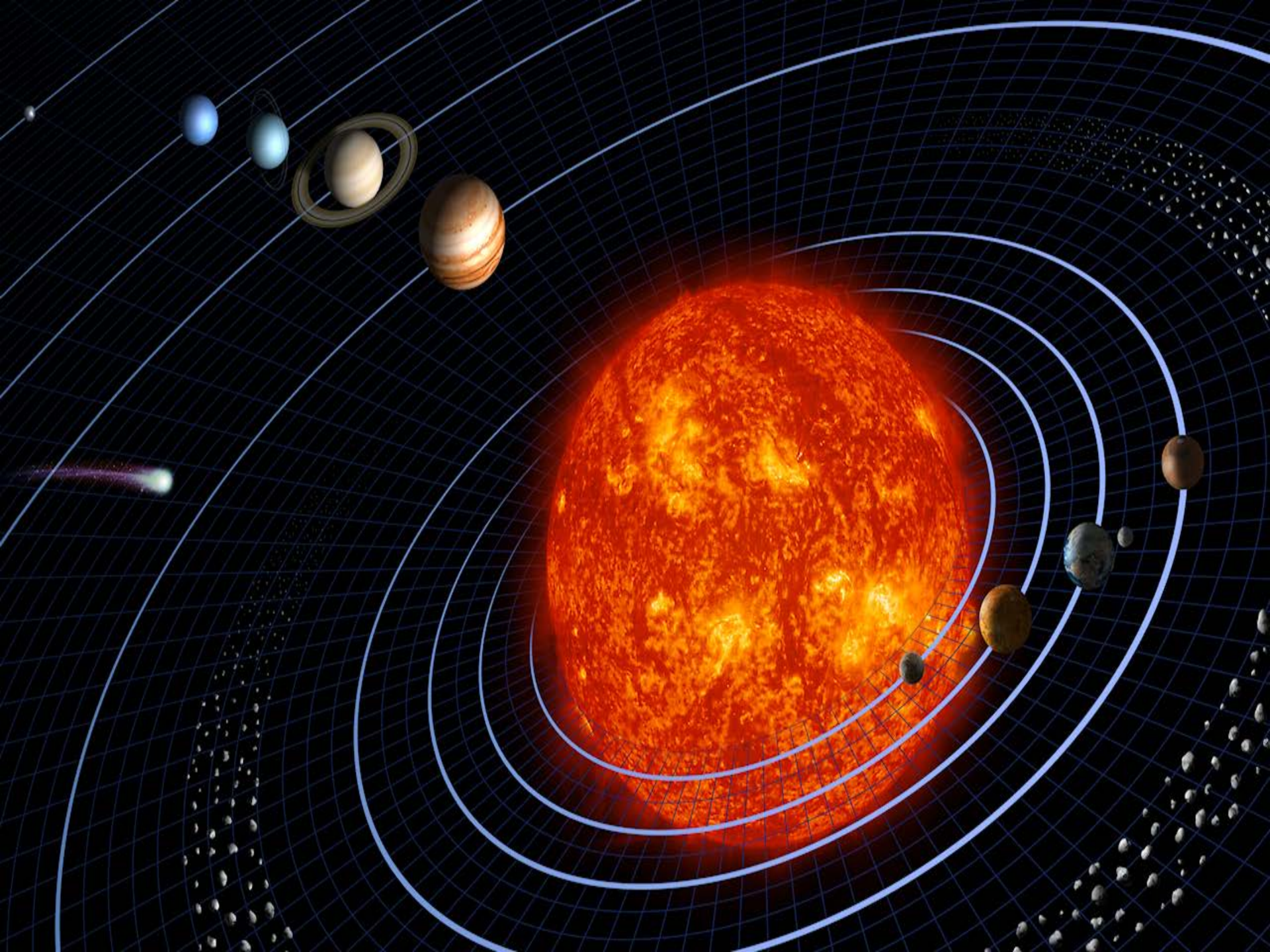
WOMEN, WORK, AND  
THE WILL TO LEAD

SHERYL SANDBERG



# Become a **COLLABORATIVE** Leader

1. **What's** your vision for your career or business
2. **Listen** to others' visions
3. **Identify** the common threads
4. **Build** a mutually supportive relationship based upon what you have in common
5. **Identify & Explore** ways to support each other personally and professionally
6. **It's not about Me – It's about WE!**





# What do COLLABORATIVE Leaders do?

1. Inside the organization: Build Trust. Everyone can win!  
Support other's success!
2. Outside the organization: Build Trust.  
Explore how  $1 + 1 = 3$
3. Don't Sell: Trusted relationships = Business
4. **Be Interested in the needs & goals of others first!**  
Than YOU!

**Competition vs.  
Collaboration:  
How the Best Leaders Achieve  
Success and You Can, Too!**

*Questions and Comments*

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