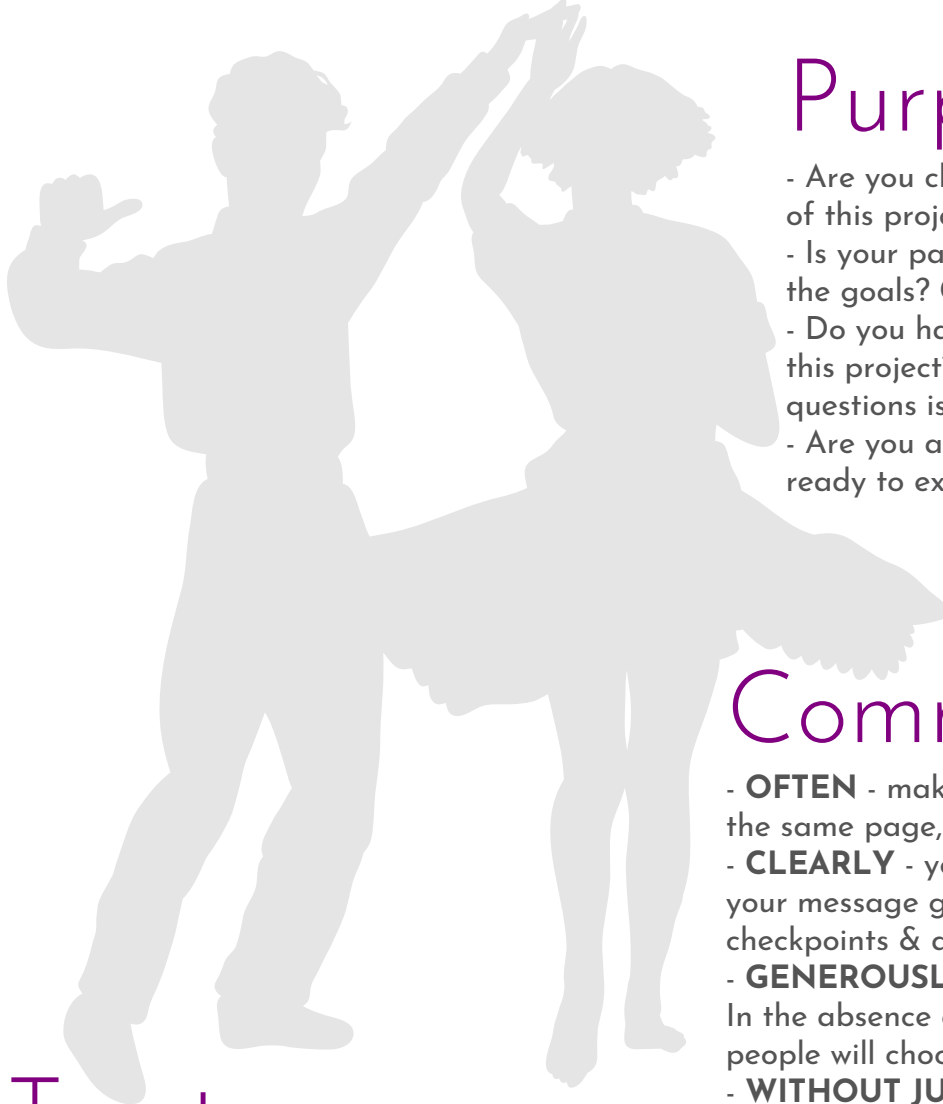


COLLABORATION

What makes a successful collaboration?

It takes two to tango...or so they say. We think it takes a whole ballroom to tango - the two people dancing, the musicians playing flawlessly & unobtrusively in the background, the technicians managing the sound & light quality, and the enthusiastic applause of the audience. What does a successful collaboration look like? We can take some pointers from dance. Consider a current project through the prism of the following criteria. What do you think? Are you ready to dance?



Purpose

- Are you clear about the objective of this project? **STATE** it.
- Is your partner/team clear about the goals? **CONFIRM** it.
- Do you have any doubts about this project? The time to ask questions is now. **CLARIFY** it.
- Are you and your partner/team ready to execute? **COMMIT** to it.

Communicate

- **OFTEN** - make sure that everyone is on the same page, especially in larger groups.
- **CLEARLY** - you are communicating, but is your message getting through? Build in checkpoints & affirmations.
- **GENEROUSLY** - don't hoard information. In the absence of credible information people will choose their own narrative.
- **WITHOUT JUDGEMENT** - don't bring your own biases and/or prejudices into the conversation.

Trust

- Do you trust your partner/team? Do you have their back?
- Are you willing to be vulnerable & open with your partner/team?
- Is your partner/team comfortable coming to you with their problems, ideas & opinions?
- Remember, in moments of crisis:
 - **HELP**, not criticize
 - **LISTEN**, not judge
 - Find **SOLUTIONS**, not lay blame

Balance

- What do you **NEED** to be successful?
- What about your partner/team? What do they **WANT** to be cooperative?
- What are the **DEMANDS** of the project? Are they in sync with the needs & wants of you and your partner/team?
- A successful collaboration is a delicate dance of **GIVE** and **TAKE**. It requires constant monitoring and careful calibration of wants, needs & demands.

