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EduConsulting, z.ú.



# Block 2 - Module 4

# Building relationships

Elaborated by EduConsulting, z.ú.



# OUTLINE

- Collaboration and Why?
- What are collaborative skills?
- The Benefits of Collaboration
- The Role of a Manager
- Encourage Creativity and Openness
- Encourage Competition
- Encourage Shared Social Time
- Invest in Training and Development
- Technology for collaboration



# COLLABORATION

**Collaboration** is the process of two or more people or organisations **working together** to realize mutual **advantage**. Options range from informal networks and alliances, through joint delivery of projects to full merger. Collaborative working can last for a fixed length of time or can form a permanent arrangement. What these options have in common is that they involve some **sort of exchange**.

# WHY COLLABORATE?



Through collaboration, you can build a **coalition** of complimentary **support**, skills, encouragement and resources. Collaboration **begins with you**, believing and trusting in your business plan. From there, you **attract** your collaborators. Getting the right people and team around you is vital for your **success**. You can attract individuals that bring additional skills and resources that you cannot achieve on your own.





## Self-awareness

Be clear about who you are, what you want and what you need from others.



## Purpose-driven

Keep in mind the purpose of the project and its goals.



## Resource management

Keep information organized and know how to share it.



## Forgiveness

Be willing to apologize for mistakes and forgive those who make errors.

# COLLABORATION SKILLS



## Collaboration tools

Communicate clearly and in a timely matter using collaborative tools.



## Address problems

Be willing to find and discuss obstacles with an open mind.



## Learning opportunities

Create team experiences to engage in learning, foster growth and be creative.



## Soft skills

Build your mindset and character as it affects how you handle projects.

# COLLABORATION SKILLS



# COLLABORATION SKILLS



## Encourage innovation

Face obstacles and overcome challenges  
with a positive attitude



## Share success

Expand your idea of success to include  
achieving big group goals and team wins

# BENEFITS OF COLLABORATION

- working **together** is more **effective** than working in isolation
- a successful partnership **enhances** the **impact** and **effectiveness** of action
- more **collaboration** interaction, ideas, concepts, and thinking often lead to more innovation, creativity, and a more **profitable** business
- peer-to-peer connections can be **powerful** business tools
- connections should be encouraged through **open** common spaces and **social and educational events**



## 5 steps to foster a culture of collaboration

- THE ROLE OF PROJECT MANAGER
- ENCOURAGE CREATIVITY AND OPENNESS
- ENCOURAGE COMPETITION
- ENCOURAGE SHARED SOCIAL TIME
- INVEST IN TRAINING AND DEVELOPMENT



# THE ROLE OF A MANAGER

By Adam Hickman and Bryant Ott many of the essential elements of collaborative engagement are the same points of focus that managers use **to improve teamwork and collaboration.**

**A manager's quality** is the most crucial factor when building collaboration.

That's because, among other reasons, a **manager account for 70%** of the variance in collaborative engagement.





Managers are the most important factor when building successful teams



Successful teamwork and engagement start at the individual level



Managers possess strong interpersonal and conflict-resolution skills, and good organizational and managerial skills.



A desire to cultivate a dynamic environment that fosters spontaneous conversations and innovation.





Manager encourages collaborators to be free to express their opinions and ideas and to ask for help. An excellent way of doing this is by having an **I need, I want and I suggest Wall** in a shared common area.



Whether it's a hackathon, a brainstorming session, or you just want to get people talking together, here are our top tips to help you achieve creative collaboration in your business:

## SUPPORT THE DEVELOPMENT OF SKILLS

Help people come up with ideas and then record them. Create time and space for people to think. Let them know that creativity is part of your culture.



**ENCOURAGE  
CREATIVITY  
AND  
OPENNESS**



## CREATIVITY LOVES CONSTRAINTS

Structure, **constraints**, and boundaries are **not** the first words that come to mind when it comes to **creativity** and **innovation**; however, the best ideas can only be implemented if they follow the **right** framework for your business.

**Establish** non-negotiables, be clear on budgets and have **timelines**.

Address the **challenge** clearly – keep your collaboration simple, one challenge, one **focus**.



ENCOURAGE  
CREATIVITY  
AND  
OPENNESS






## ARTICULATE CLEARLY AND LOOK FOR THE RIGHT INCENTIVE

The team involved can **rethink** current conventions, identify **opportunities** and create **great** solutions



SOLUTION



## ENCOURAGE CREATIVITY AND OPENNESS



# ENCOURAGE COMPETITION

**Competition** between businesses can increase the chances of **growth** within **each** business.

Knowing your competitors' next **move** gives you an **edge** over your competitors. It will give you the **opportunity** to learn wisdom from mentors to help a small retail business like yours thrive.



Sharing a distribution system to extend the market reach nationally or internationally. In this case, companies save money on shared costs while remaining fiercely competitive in other areas.

## AN EXAMPLE

# ENCOURAGE SHARED SOCIAL TIME



## A SUPPER

Why not a host a supper or a BBQ where every food producer brings something to the table.

## GUEST SPEAKERS

Invite local investors and funders to talk about funding and how to accelerate member businesses.

## PITCH PRACTICE

Every month, host a meetup to help food entrepreneurs practice their 30-second and 3-minute pitches.



# ENCOURAGE SHARED SOCIAL TIME

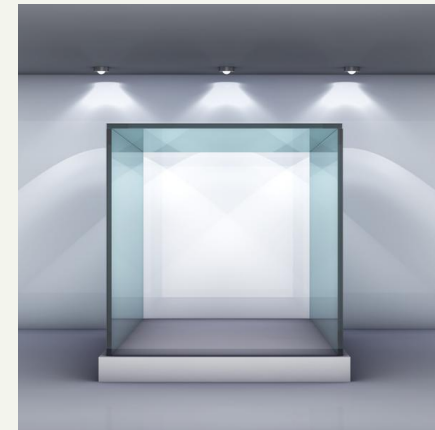
## ENTREPRENEUR TALKS

Invite food entrepreneurs to tell the story of their success, including the obstacles they encountered and the lessons they learned along the way.



## SHOWCASE AREA

Set up a high profile display area where all the products produced in your business can be shared. Maximize the impact of this by placing it in a prominent area that visitors to one business can see the work of other businesses on site.



**BETTER EMPLOYEE  
PERFORMANCE**

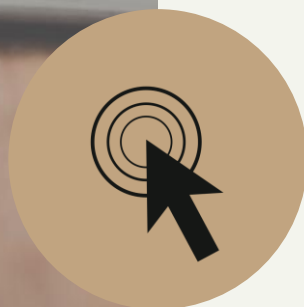


**INVEST IN  
TRAINING  
and  
Development**

**DEVELOP THE  
BUSINESS**



**IMPROVE YOUR  
BOTTOM LINE**





# TECHNOLOGY FOR COLLABORATION - DROPBOX -

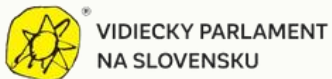
Create a central workspace so everyone can find what they need quickly.

Folders are a simple way to give your tenant members access to things like kitchen protocols, handbooks, marketing files, logos, and photos.

All members can add and edit files together.

Changes sync automatically, giving everyone the most recent version in their Dropbox folders.

Use comments to gather feedback in each file.



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# TECHNOLOGY FOR COLLABORATION - GOOGLE DOCS -

Sometimes we need to work on one document together at the same time.

This tool allows you to create online documents, presentations, and spreadsheets which we can edit together in live mode.

Content is automatically saved and stored.





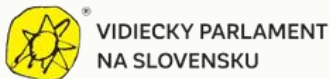
# TECHNOLOGY FOR COLLABORATION - ZOOM -

This cloud-based collaboration software is widely used in business and government.

The platform offers group messaging, video conferencing, and virtual meeting spaces that come with useful backgrounds.

It offers HD audio and video.

An attendance indicator helps you track individual participation and conduct polls.



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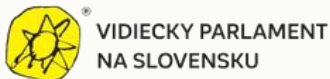
While Facebook is known as a tool for promotion and marketing, Workplace by Facebook lets you communicate with staff in a centralized hub

# TECHNOLOGY FOR COLLABORATION - WORKPLACE BY FACEBOOK -

Instant messaging allows individual or group chats through text, voice, or video.

You can also stream videos to make announcements or conduct training sessions.

Real-time engagement analytics deliver instant feedback. It can be integrated with Office 365, Google Drive, and more.



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# TECHNOLOGY FOR COLLABORATION - MICROSOFT TEAMS -

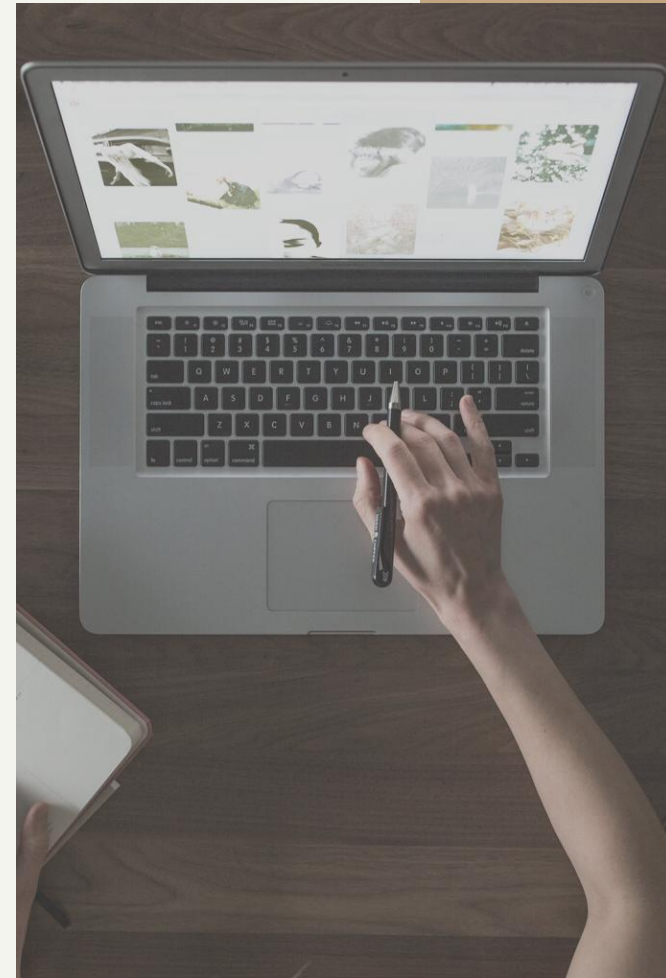
Despite tough competition, Microsoft is still a big player in the workplace collaboration sector.

This cost-effective software improves productivity and boosts engagement.

Teams let employees share files, work collectively on a document and sync with other Office apps.

# DO NOT FORGET!

"Whichever platform you choose, your goal is to bring stakeholders together. It not only boosts productivity, but it also empowers everyone to share ideas and collaborate."





# PROJECT WOBIS

Enhancement of  
Rural Women's  
Associations as  
a Chance for  
Growth of Women  
Entrepreneurship

## WEB PAGE:

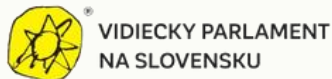
[www.wobis2022.eu](http://www.wobis2022.eu)

## FACEBOOK PAGE:

WOBIS



INFO



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