

How to Get Collaboration, Not Just Cooperation

Project Management Cooperation *Collaboration*

Project Management

Project Management

Initiation

Planning

Execution

Quality Control

Close Out



COLLESLAW ('slaw), n. cabbage
COLIC (kol'ik), n. acute
pain in the abdomen or bowels
COLISEUM, see colosseum.
COLLABORATE (ko-lab'o-rat),
to work jointly, especially in liter-
ary or scientific work.
COLLABORATION (-o-ra'shun),
united labour.
COLLABORATOR (-lab'o-ra-tor),
one who assists another
in literary or scientific
COLLAPSE (kollap's)





Managing Ourselves

Role of Aggression

Cultivating Collaboration: Don't Be So Defensive

| Jim Tamm | TEDxSantaCruz



80%

20%





Red Zone Chickens

50%

Mortality Rate

Green Zone Chickens

2600%

Increased Egg Production



“They don’t lack interest in
collaboration, they lack the skills”


Jim Tamm

Role of Defensiveness

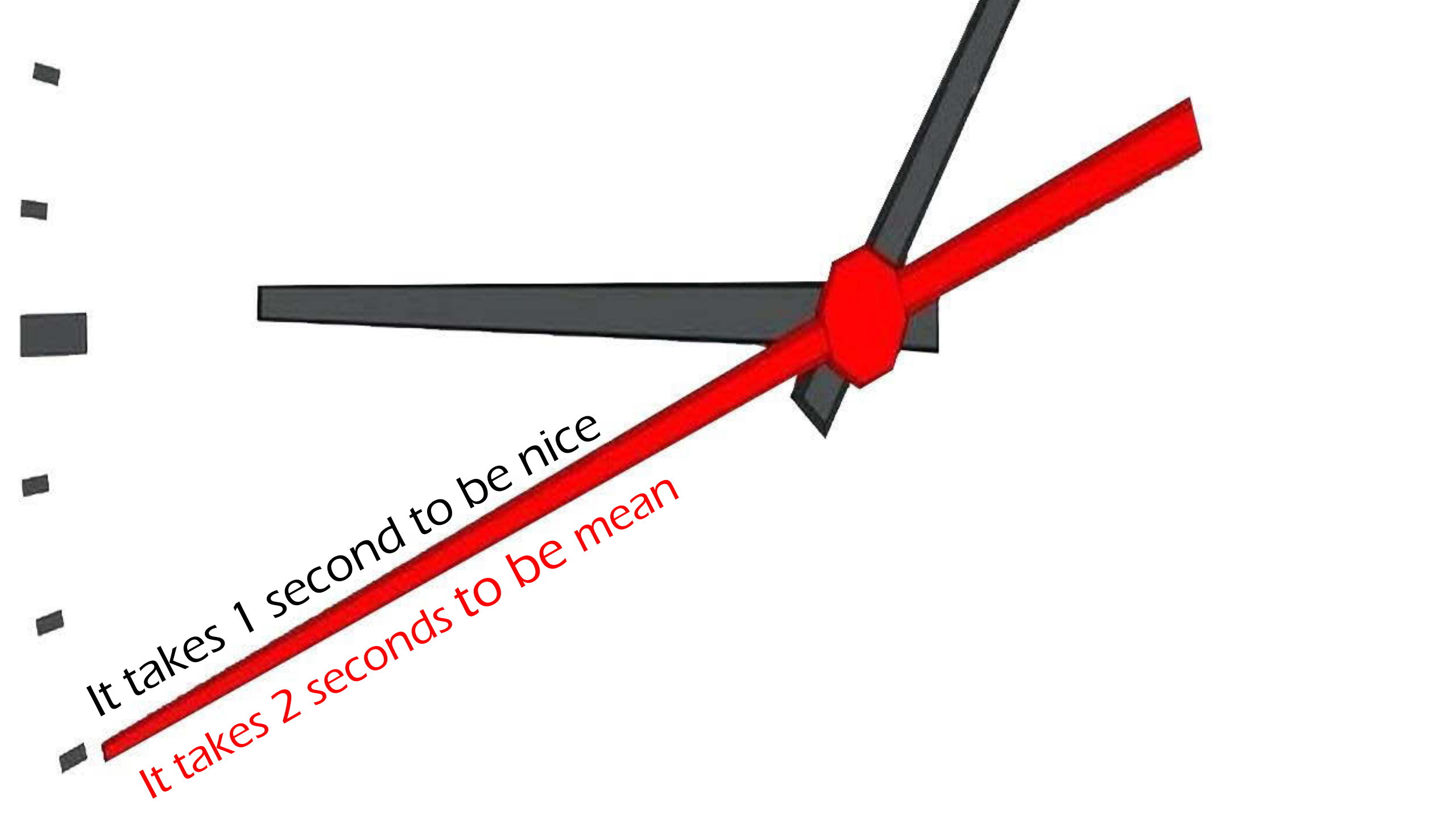








**Why won't
these idiots
collaborate
with me???**



It takes 1 second to be nice

It takes 2 seconds to be mean

DANGER

DANGER

Surge of Energy

DANGER

Surge of Energy
Increased Vitals

DANGER

Surge of Energy

Increased Vitals

Talking Loud

Group Discussion

Scribe

Triggers & Symptoms

What sends you into the Red Zone?

&

How do you know your are in the Red Zone?

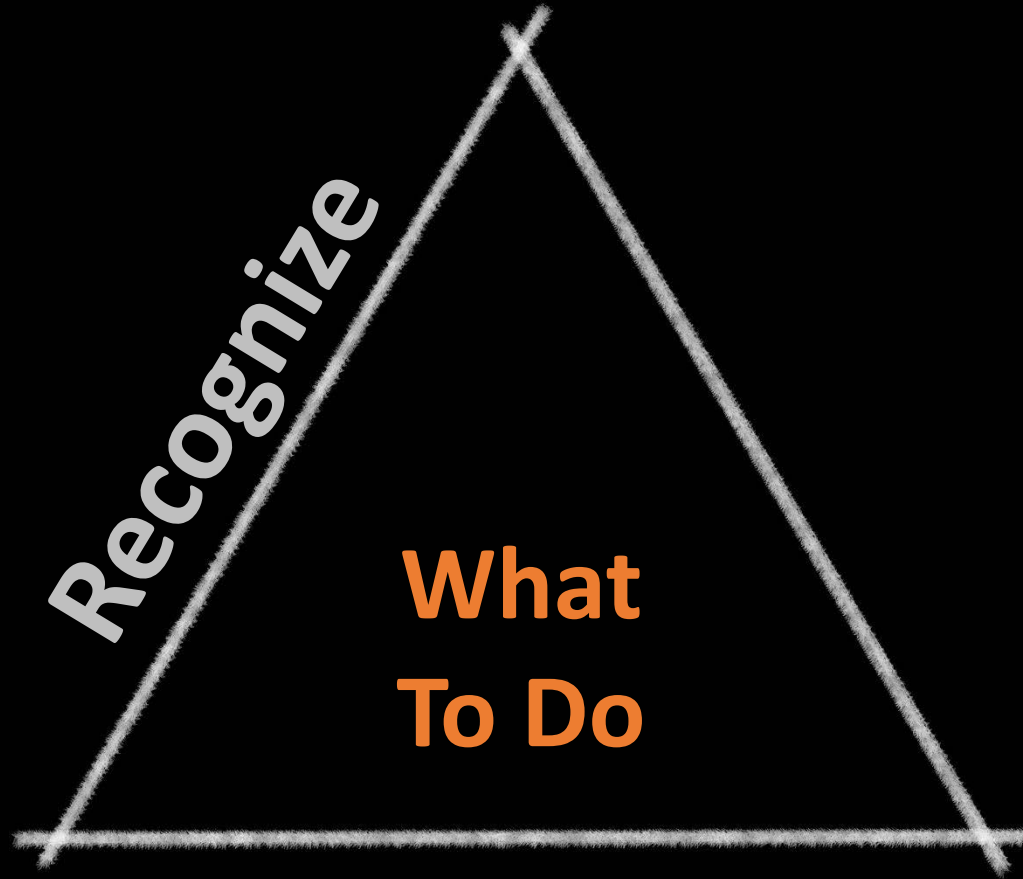
Poor Me
Obsessing
Not Being Heard
Feeling Misunderstood
Feeling Incompetent
Line in the Sand
Playing the Blame Game
Retreat to Silence
Need to be Right
Belittling
Catastrophizing
Shaming

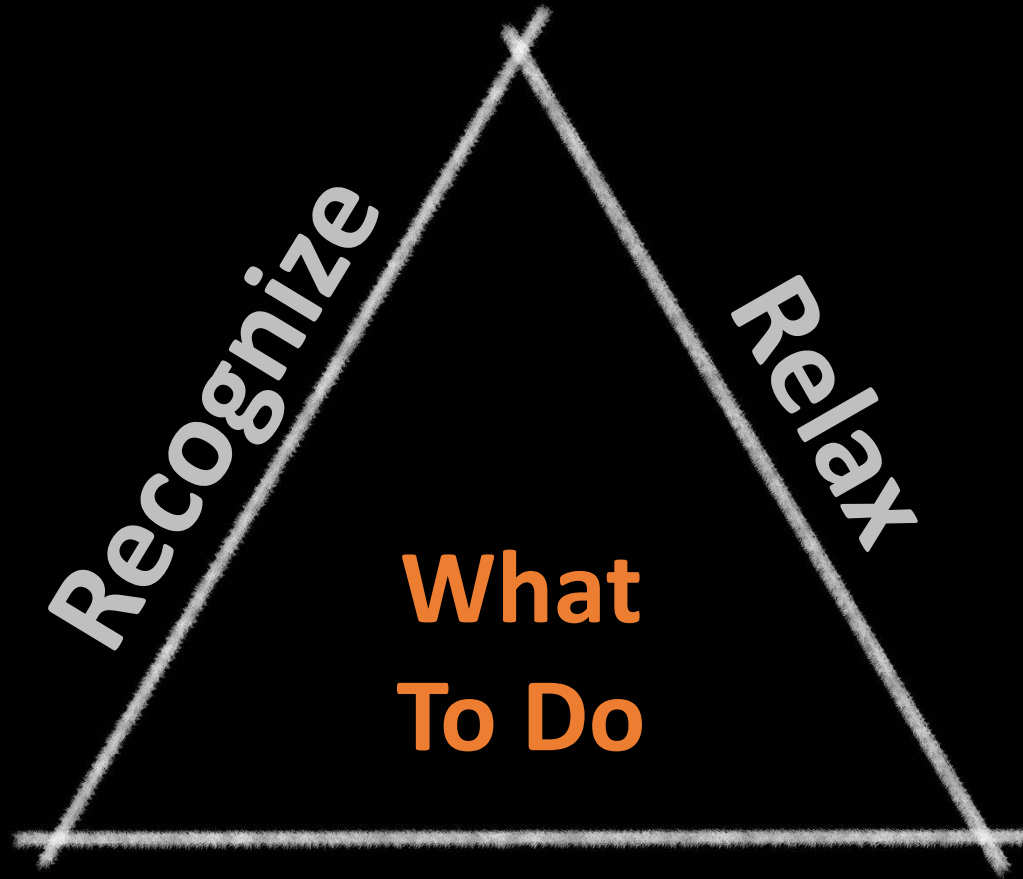
Triggers & Symptoms

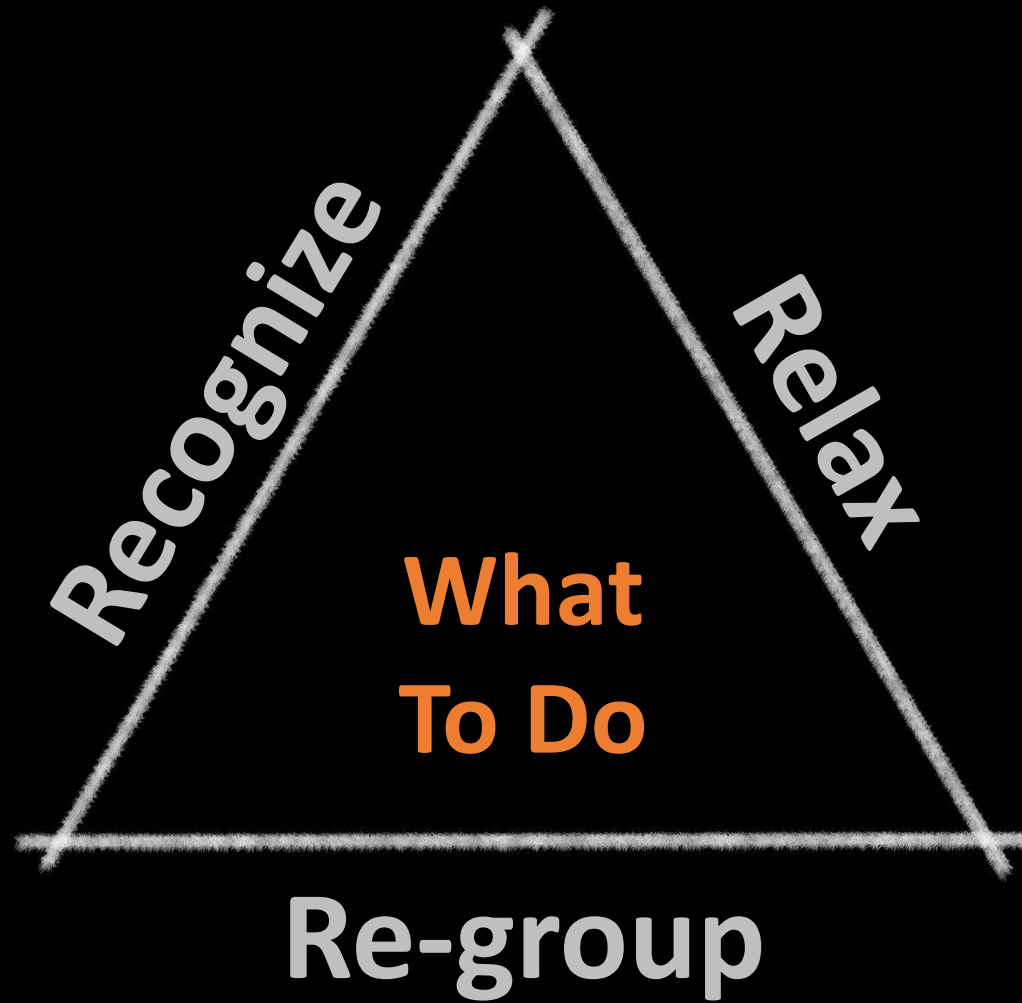
Too Much Information
Confusion
Need to Have Last Word
Lack of Focus
“That” Email
Freeze



**What
To Do**

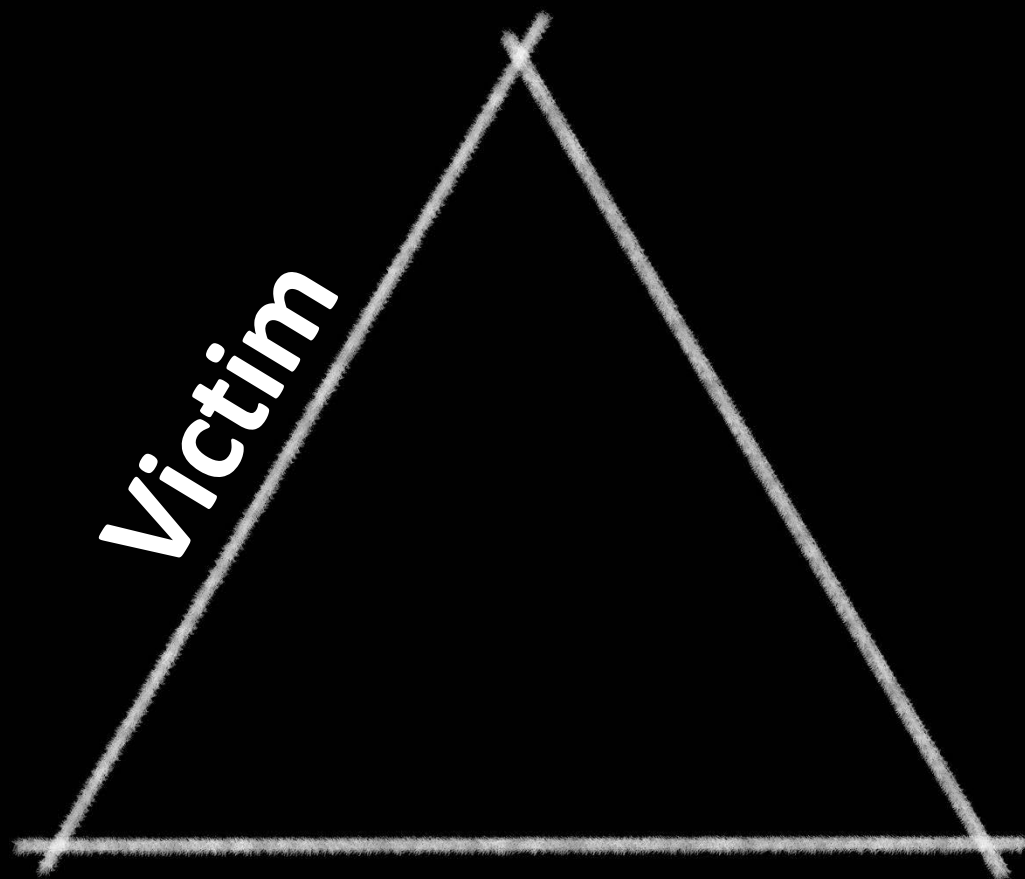




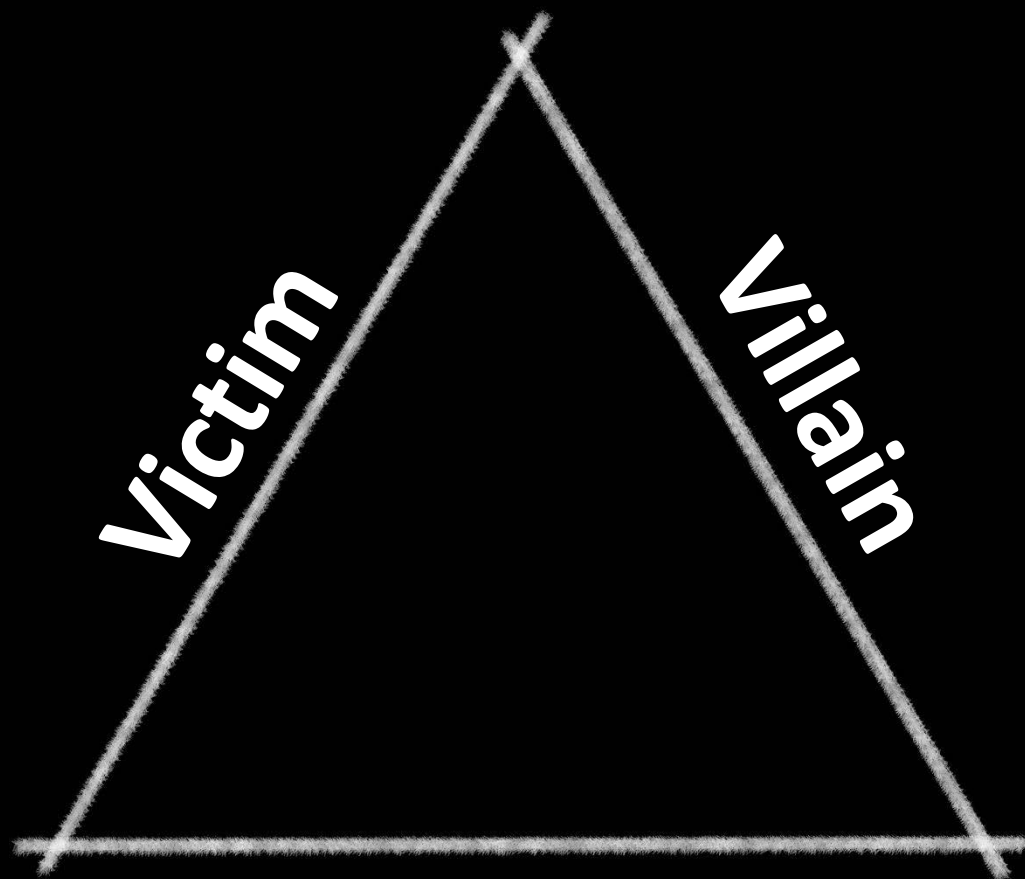


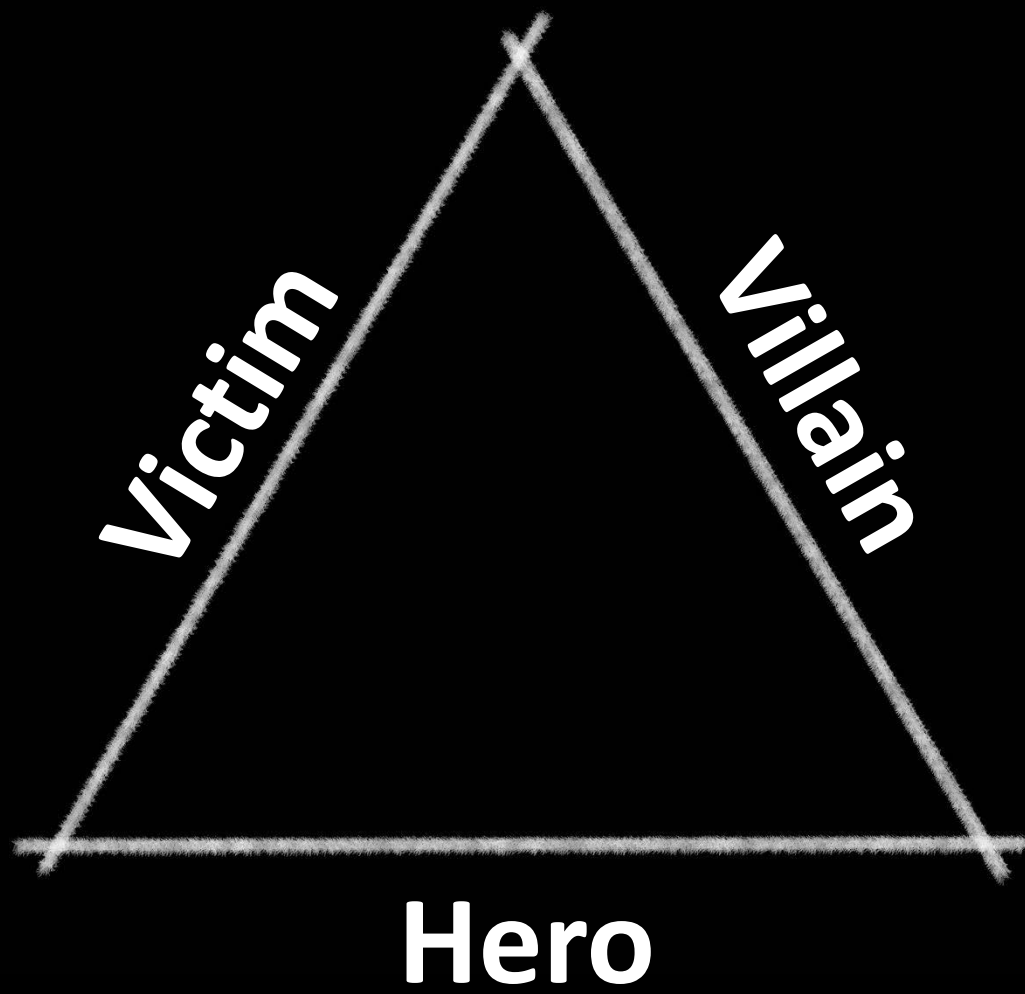
Group Dynamics

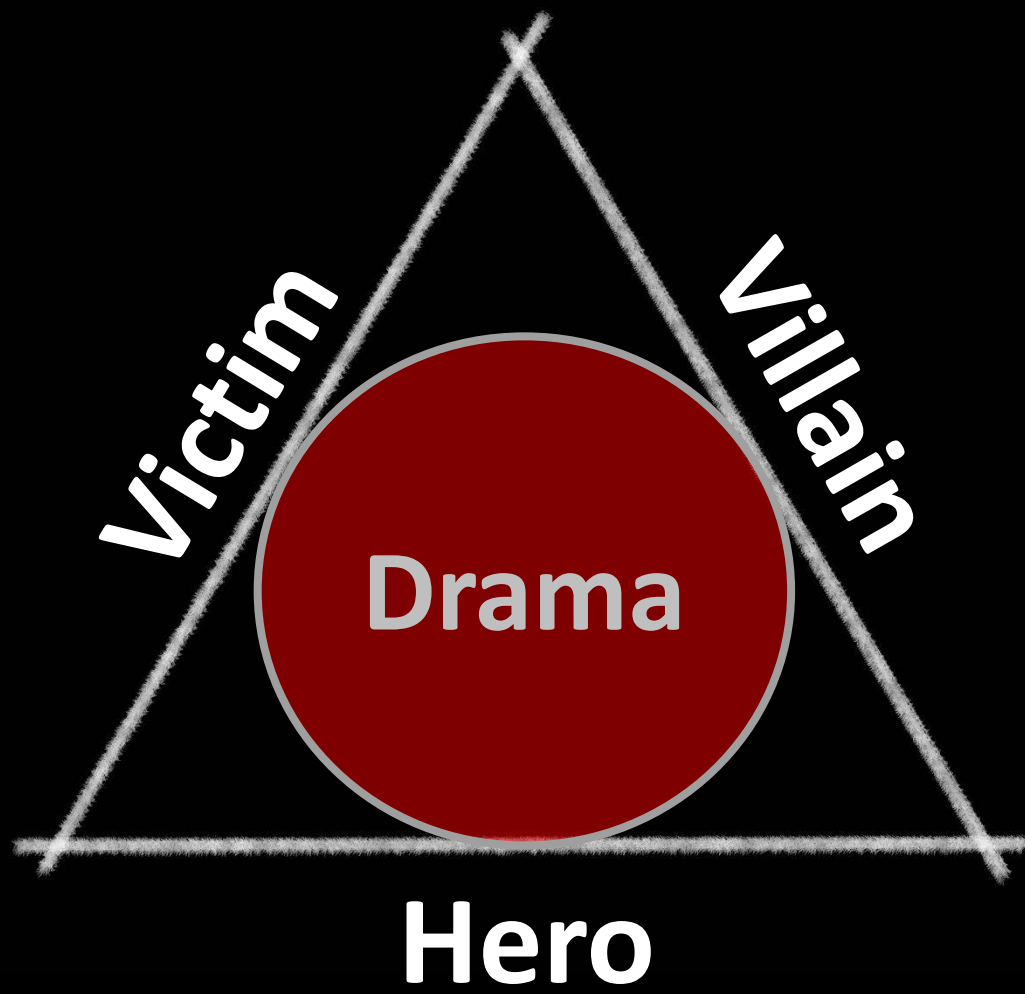


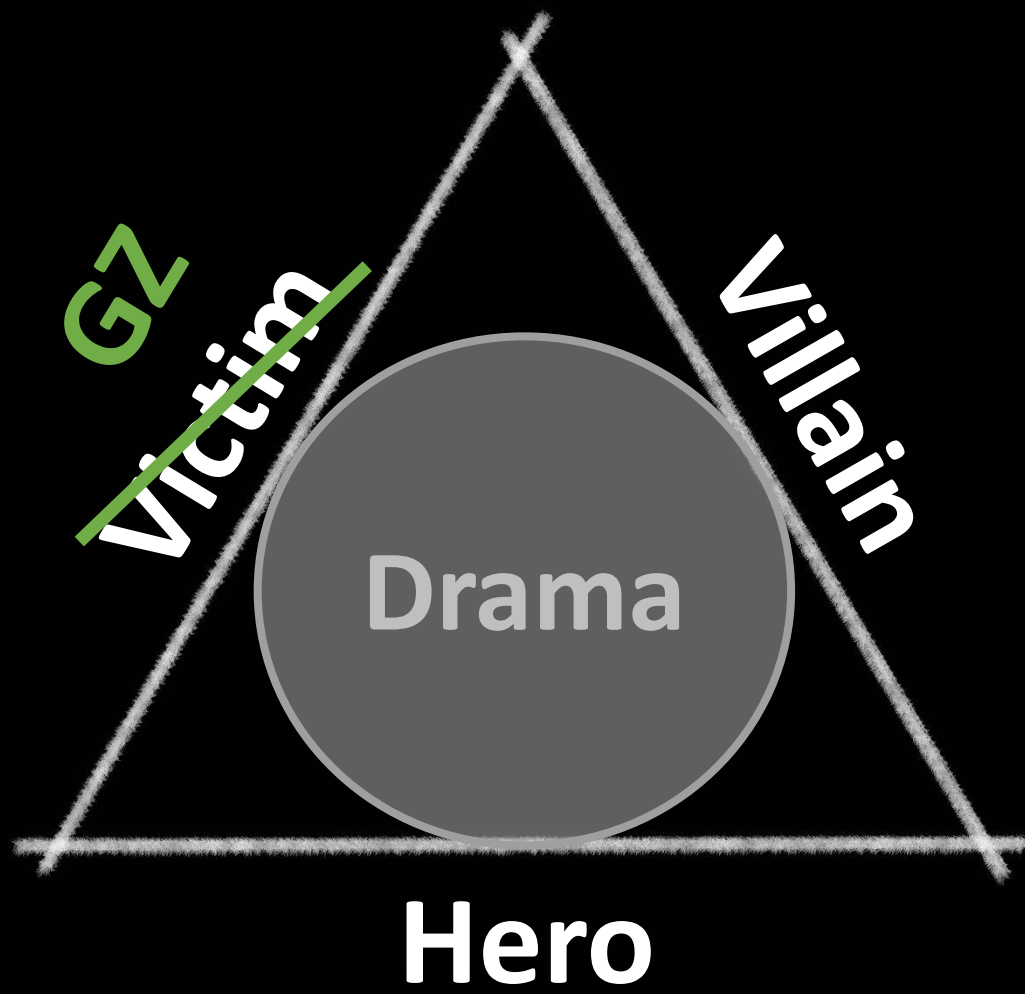


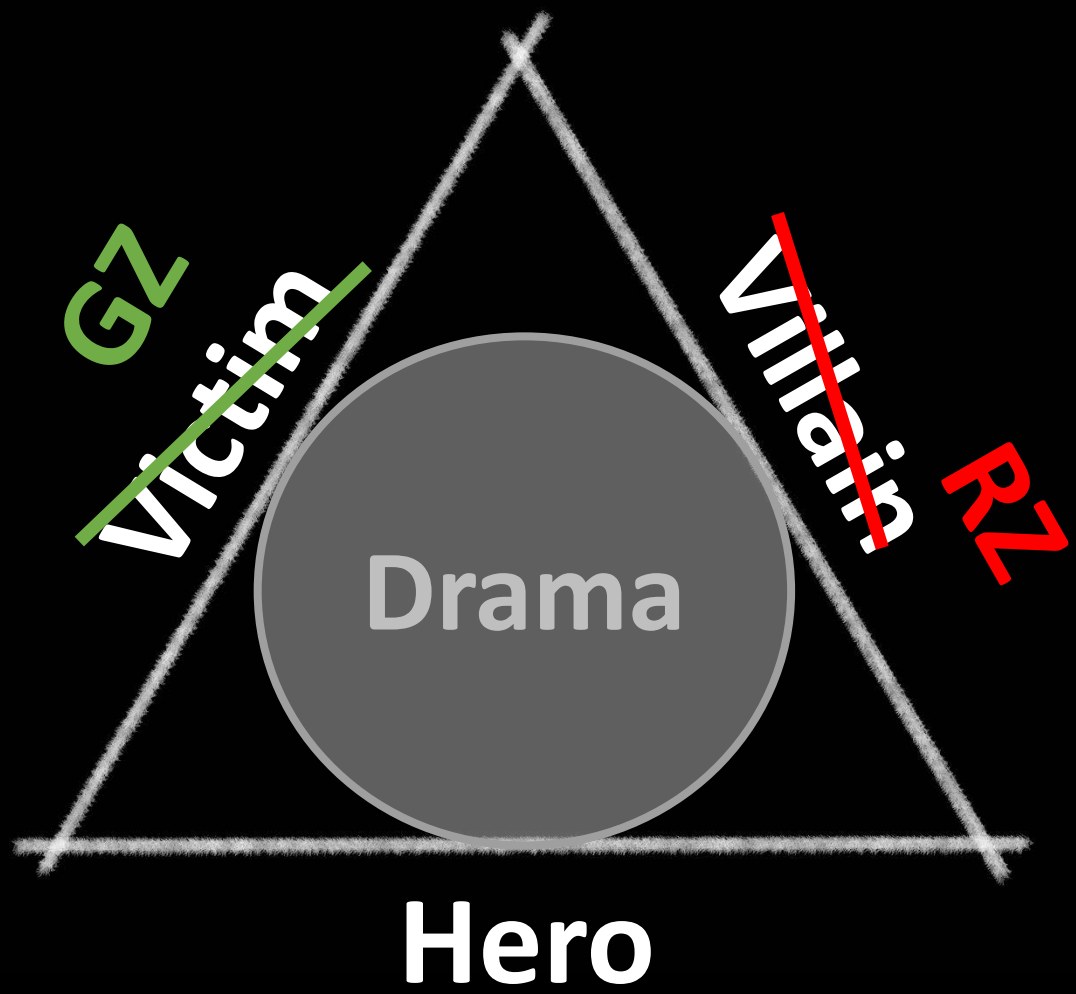
Victim



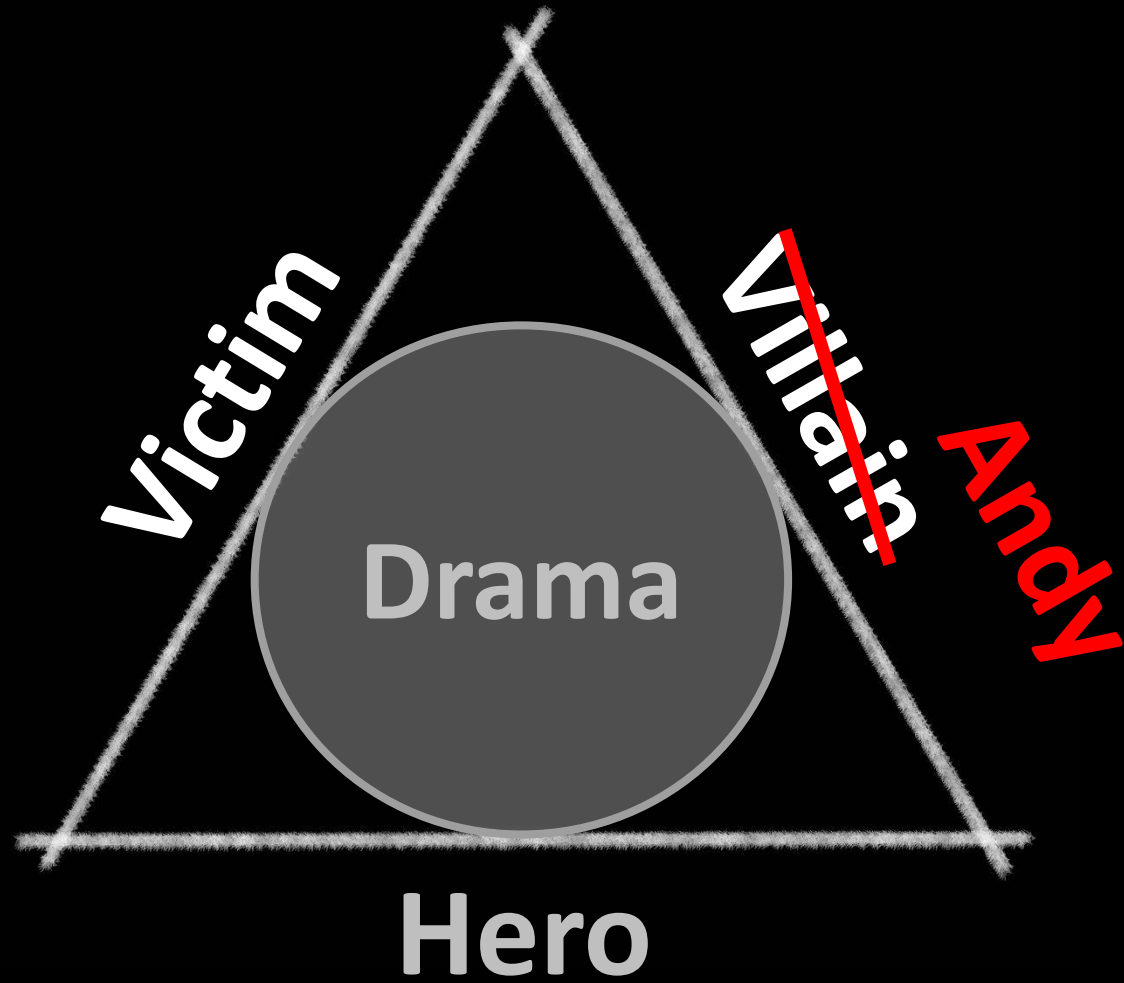


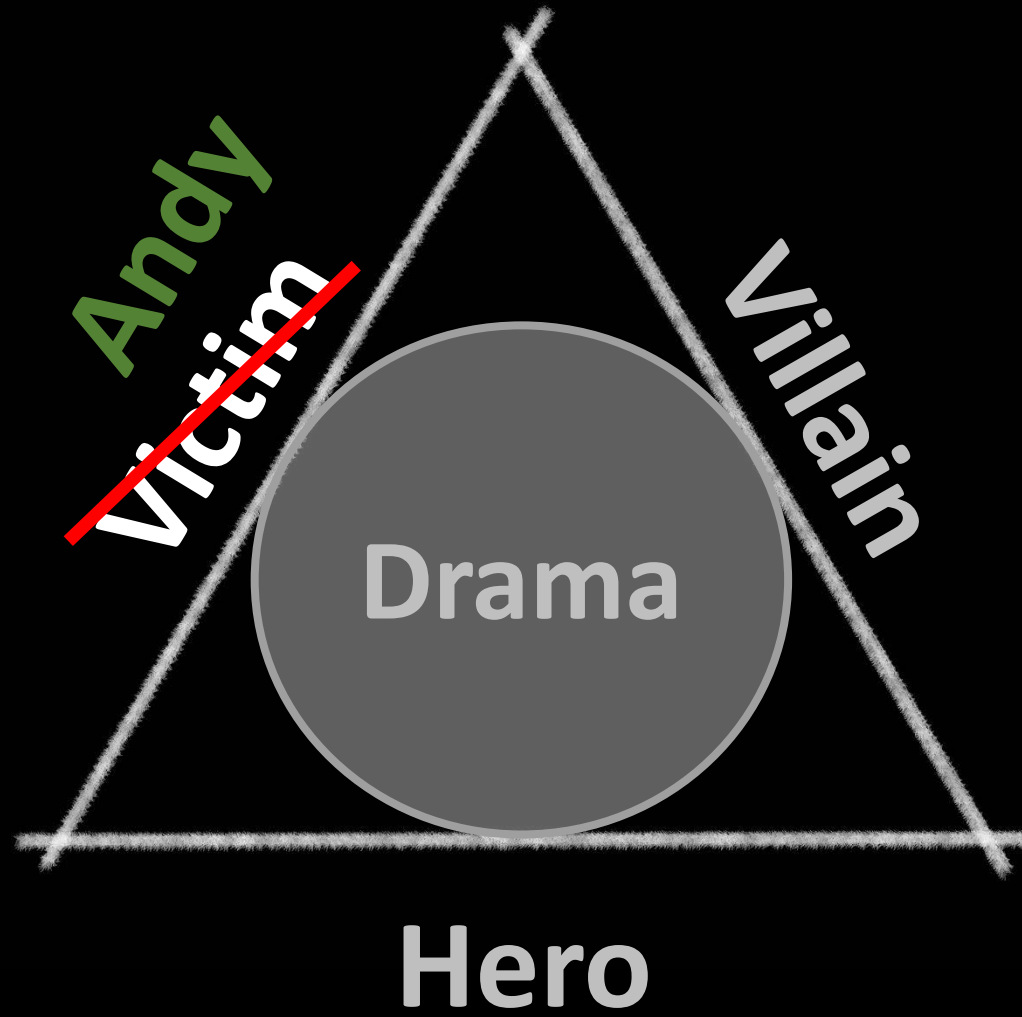








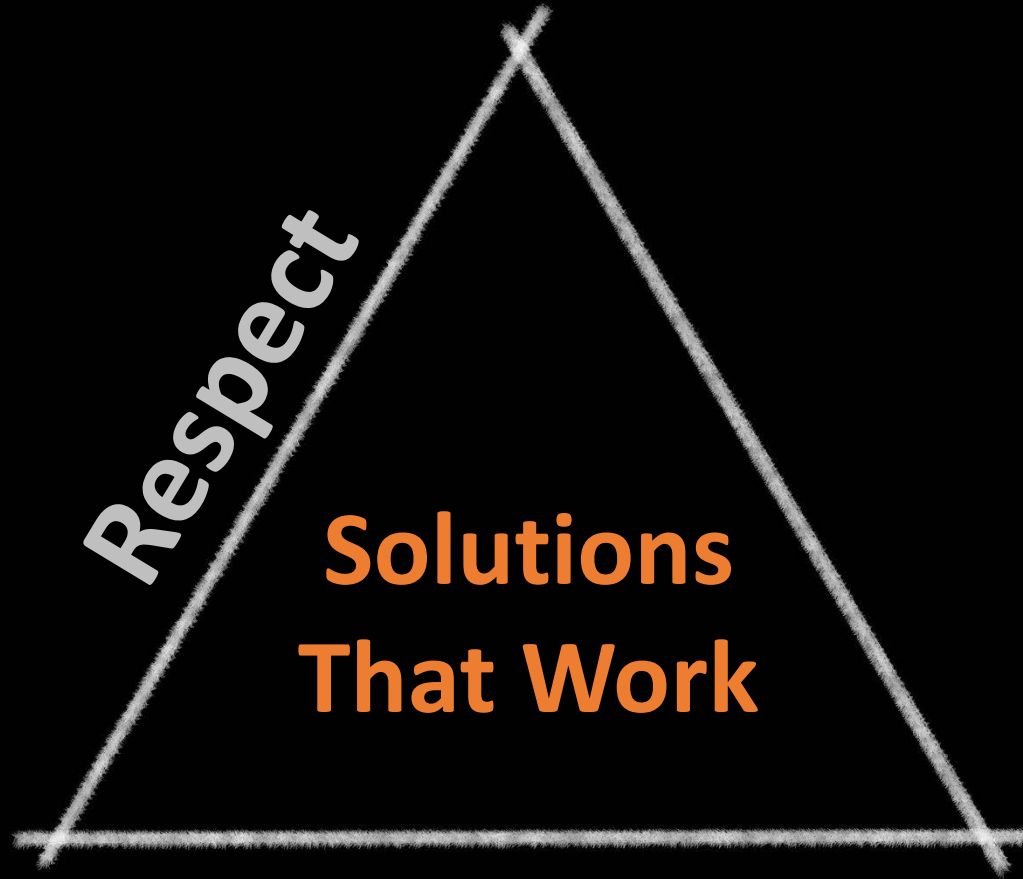


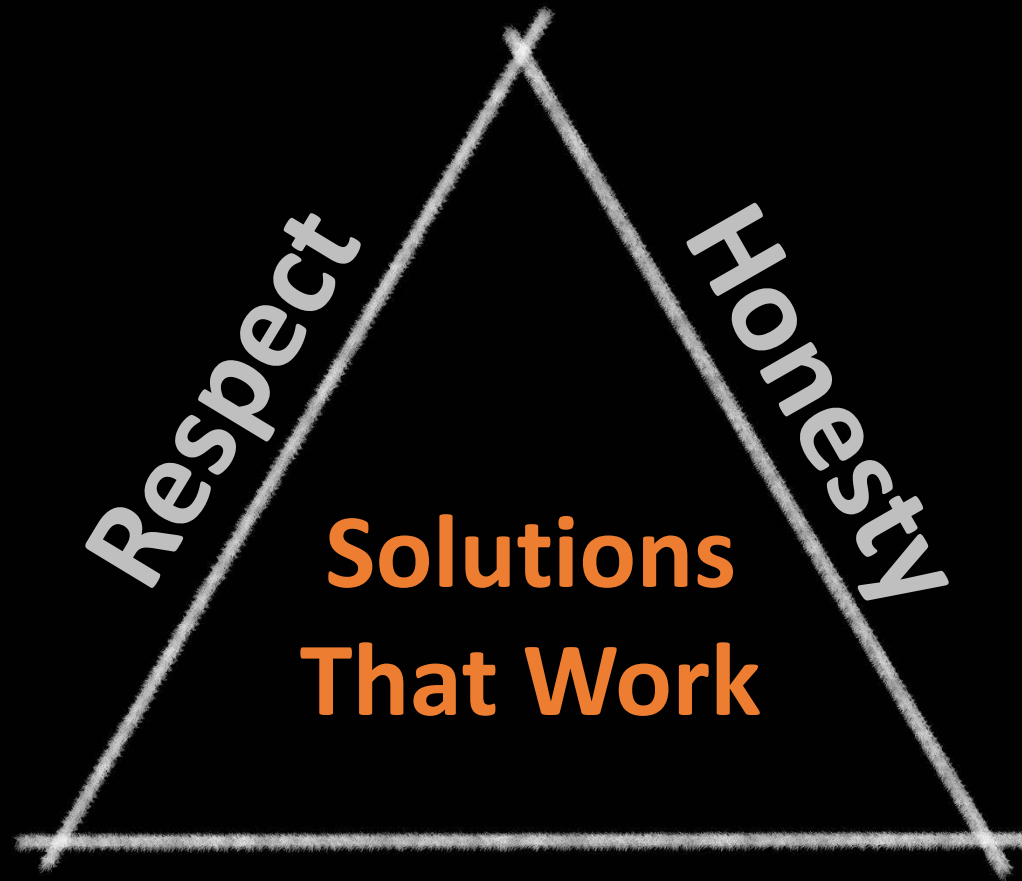


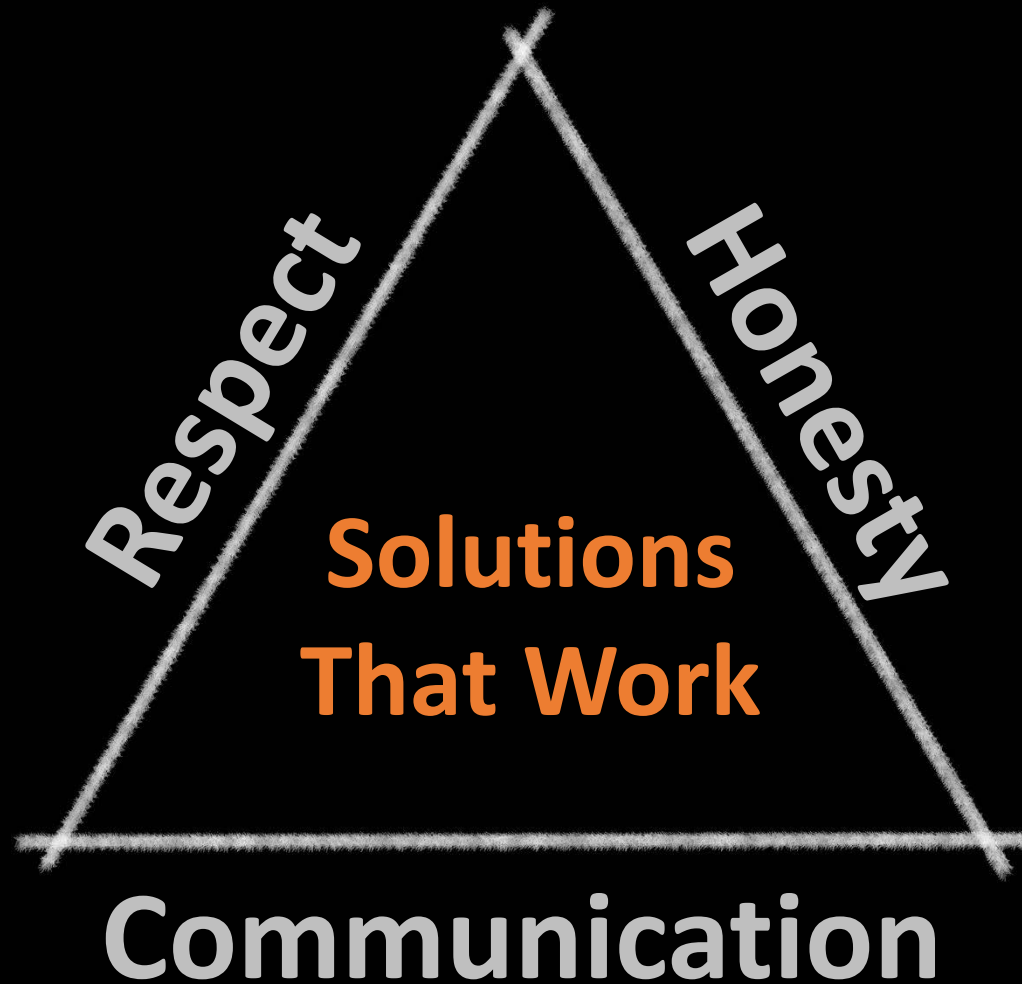




**Solutions
That Work**





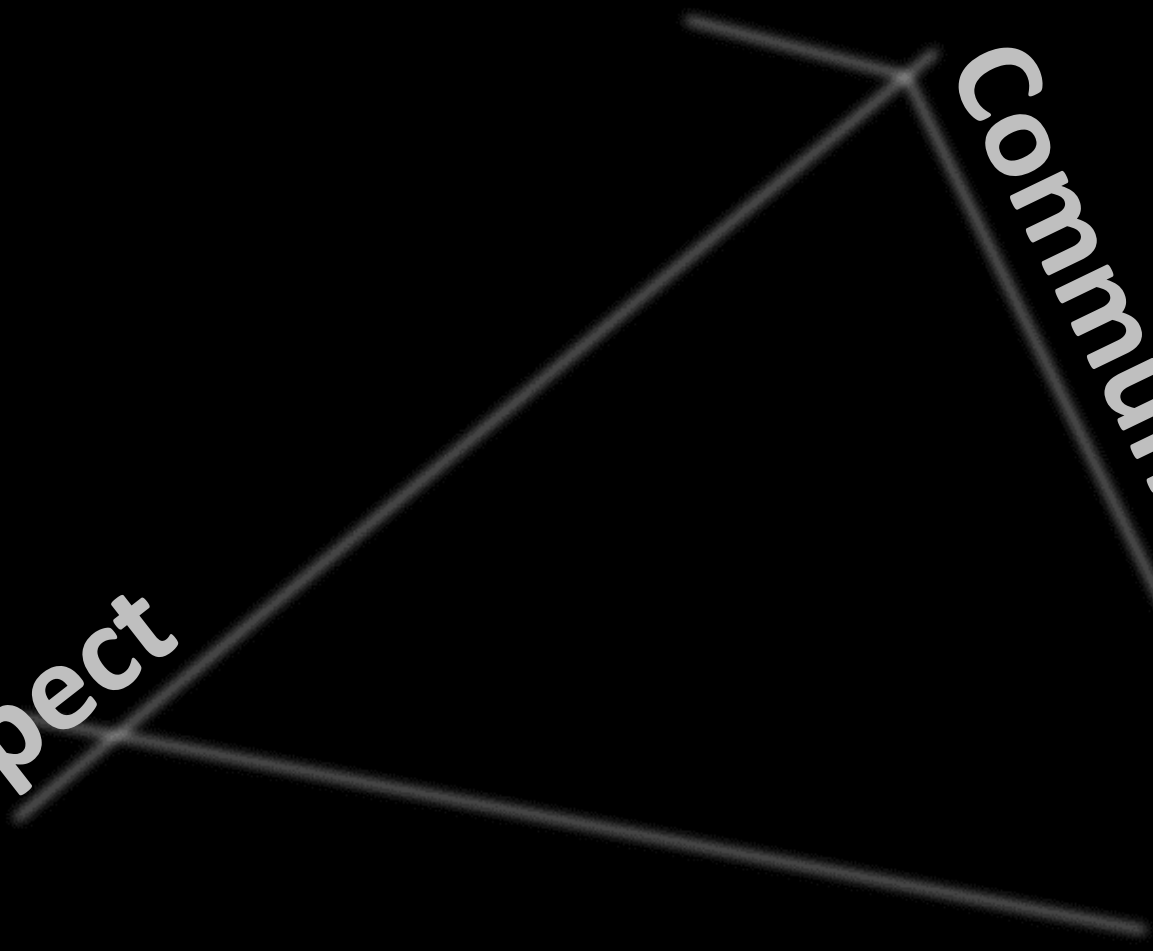


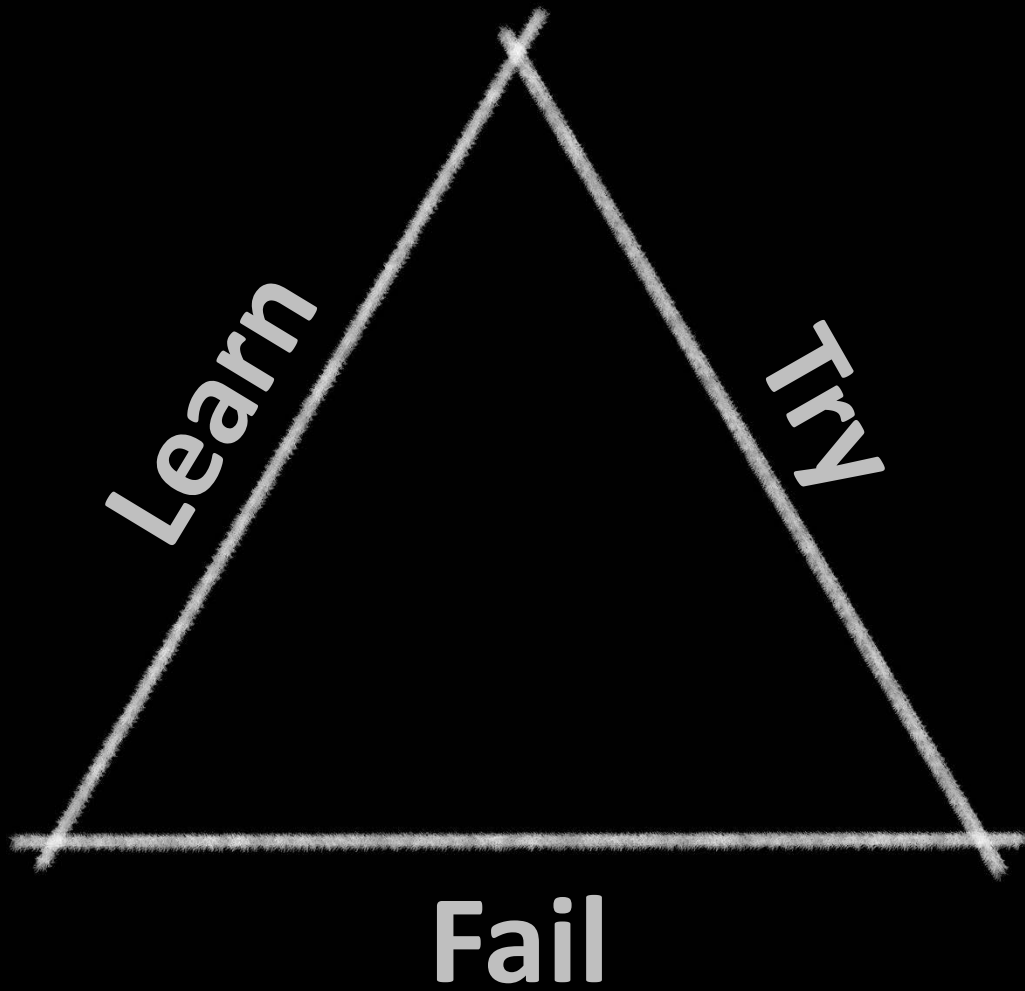
Dan's Corollary

Respect

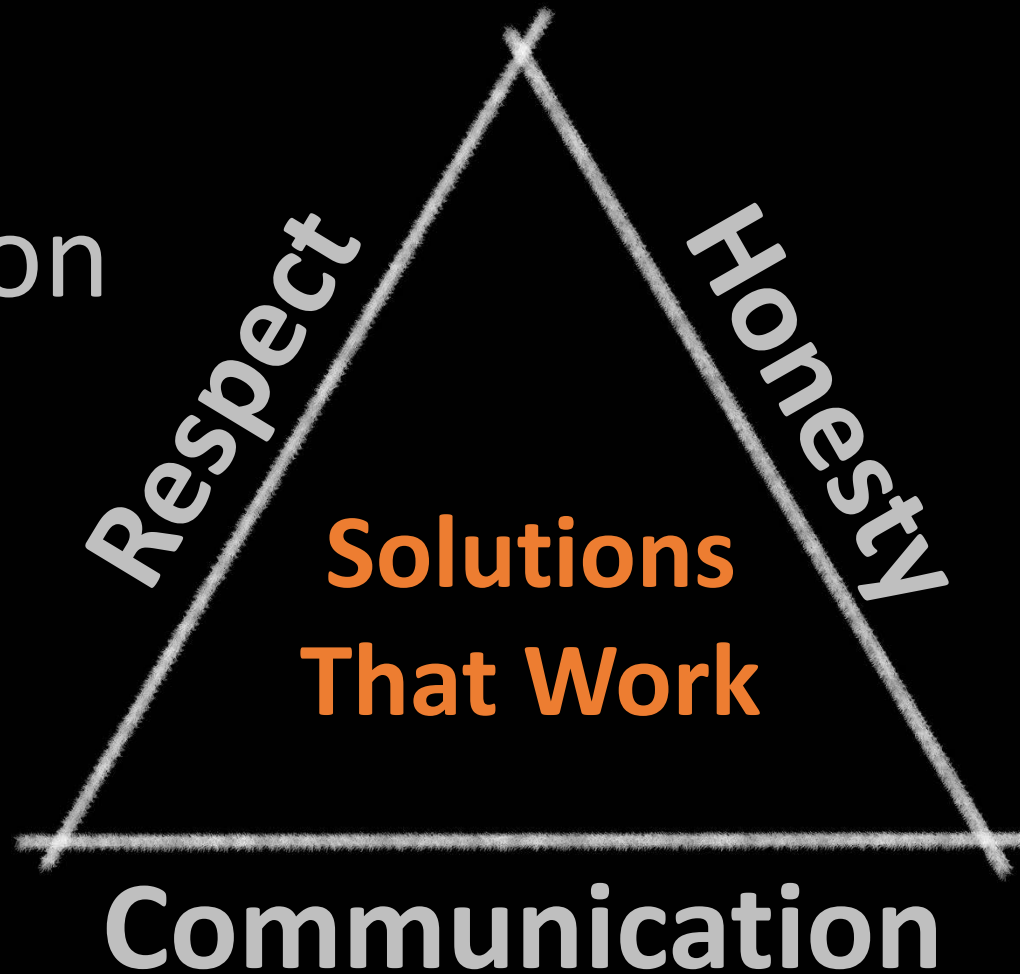
Honesty

Communication





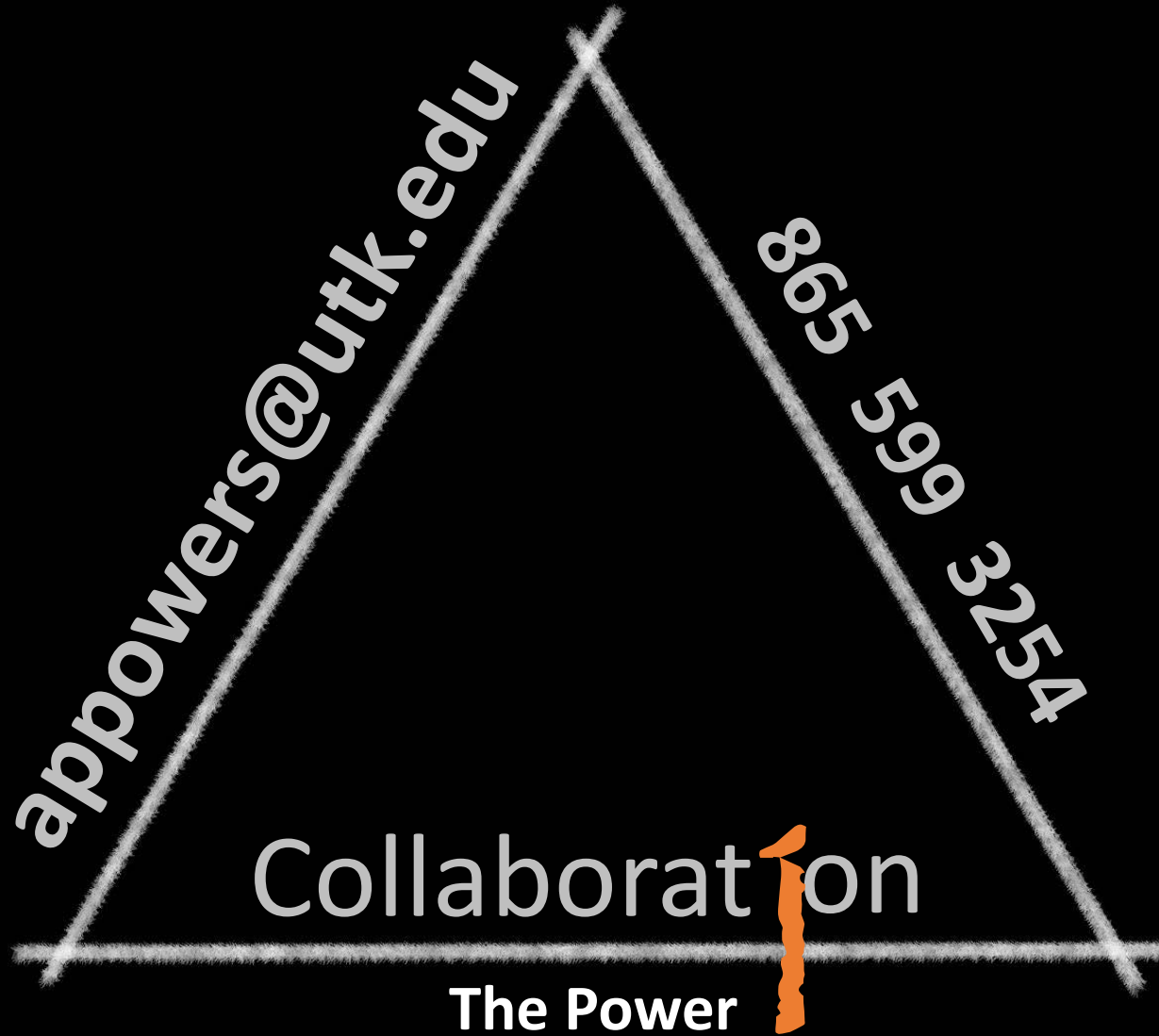
Collaboration
The Power
of



"I am only one, but I am still one. I cannot do everything, but still I can do something.

And because I cannot do everything, I will not refuse to do the something that I can.

Helen Keller



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