

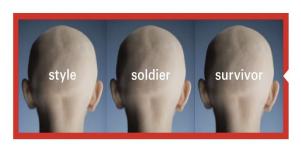
In todays' world, we are experiencing a period of change and growth, at a speed in which we may not have experienced before. Technology, transport and world affairs are driving this quickening period. It is sometimes referred to as a VUCA (Volatile, Uncertain, Changing, Ambiguous) environment. Some of us enjoy and thrive during this period, for others it is a little more uncomfortable.

No man is an island or so said John Donne in the 17th Century. If it was true then, it is even more so today. Collaboration is all about getting the best results and the best possible result through working together - this is rarely achieved by working completely alone.

Collaboration does not mean all being the same – diversity in a project team is a wonderful thing. What is important is that you are aligned with a common purpose – different but together.



Another phrase you will have heard is that 'the whole is greater than the sum of the parts'. When we work cross functionally we often get a broader range of input and when we are all working towards a common goal – pulling in the same direction - we get to where we need to be faster and more efficiently.



Top Tip #1 Don't assume everyone has the same interpretation or perspective as you – and that's not a bad thing! Wisdom comes from multiple perspectives.

If someone's 'internal story' about the job at hand is different to yours, which it is likely to be, then their

perspective on how to manage priorities, apply the right focus, deliver on the necessary will also be different.

Don't guess their perspective – ASK them how it looks to them, and look for areas of alignment and congruence before you start. Be open to different perspectives as these will create even more effective ways of achieving success.

(Top Tip #2) Take a moment to think through how different the people you need to collaborate with are to you. With this in mind, think through whether you may need to adjust the way you approach them in order to get the best out of each other.

Try a short exercise to practice that. Take a moment to think of someone you work regularly with and consider them as a person and the way they seem to like to work. Write down answers to these three questions >>>



Use this information to help you form closer working relationships based on valuing both similarities and differences, knowing that you are working towards the same goal.

We are all unique. If you want to progress towards your goals faster it is worth developing your skills in identifying key style differences and adapting your approach accordingly.