



Collaborative Working Practitioners Course

Course description

1. Aims of the Course

By the end of the course, attendees are expected to

- Understand why relationships are important in delivering business strategy to create value
- Understand the value of using a framework to enhance enduring engagement and to ensure that collaborative capability exists within the relationship
- Be able to link collaboration to organisational objectives and constraints to promote effective engagement and risk management and also organisational/governance buy in
- Understand the need for and role of leadership and robust governance arrangements to support and drive the collaboration value proposition
- Be able to assess an organisation's internal capability and identify training needs as a prerequisite to external engagement
- Be able to develop processes for the selection of aligned partners
- Understand the importance of managing the effects of collaborative inertia, to drive continuous improvement and innovation to develop the benefits of the relationship to its fullest extent
- Appreciate the importance of effective measurement and monitoring of performance and the relationship
- Understand the critical need to define the exit strategy to facilitate controlled disengagement from the relationship and enable future opportunities.

2. Overview of the Course

- Introduction – Administration and Orientation



- Session 1 – The importance of understanding the need for collaboration, as driven from the business background and context, together with the external and internal impacts and challenges facing the organisation.
- Session 2 – What we mean by the word “Collaboration” and “Trust” as essential elements of collaboration.
- Session 3 – Key Aspects and Operations, in particular how to collaborate by applying effective collaborative business relationship management in operations and understanding the key ingredients for implementing and sustaining collaboration
- Session 4 – Linking the 12 principles to the ISO 44001 Standard
- Session 5 – Summary and Knowledge Check Review
- Session 6- Develop individual action plans

3. About the presenters

Dave Macdonald is passionate about Collaborative Working with 35 years’ experience at practicing and mentoring collaborative working numerous organizations. He is a Collaborative Coach accredited by the Institute of Collaborative Working in the UK to train and mentor people and organisations in international collaborative best practice

Chris Olsen is passionate about Collaborative Working with 30 years’ experience at practicing and mentoring collaborative working across many types of organisations. He is a Collaborative Coach accredited by the Institute of Collaborative Working in the UK to train and mentor people and organisations in international collaborative best practice

4. Background

We believe collaboration at a business to business level can be based on three approaches

- Collaborative working which is an informal process focusing on behaviours and interpersonal interaction
- Business collaboration, which seeks alignment of resources of the collaborating partners to achieve the joint value proposition
- Collaborative Business Relationships which is a structured, approach bringing together both the aspects of collaborative working and business collaboration,



The purpose of this course is to provide delegates with knowledge of forming, implementing and sustaining Collaborative Business Relationships. The course material and content comes from the Institute for Collaborative Working (ICW) in the UK based on its 30 years of experience in being the global international leader in Collaboration. It will provide valuable lessons learned from their involvement in supporting numerous government and industry organisations pursue a strategy of developing their collaborative business relationships to enable all parties to achieve their objectives.

The course will cover the 12 Principles for successful collaborative business relationship management that support ISO 44000. To support the implementation of the 12 Principles, the course will also provide reference to the requirements in the ISO 44001 Collaborative business relationship management systems- requirements and framework Standard, thereby providing the delegates with options for the depth of implementation and integration in their business based on international best practice.

The ISO 44001 Standard has been developed by an international group of countries with the full involvement and leadership of ICW.

Enquiries

If there are any queries relating to the course you can contact the course facilitators, either Dave Macdonald 027 473 6824 or Chris Olsen 027 447 7098.