

Collaborative Working Practitioners Course Overview

Collaboration is evolving as a greater part of doing business to achieve increased value and success

Institute for Collaborative Working



Course Aims - By the end of this course, you will be able 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.



Course Structure

- 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

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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 International 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.



About The Presenters

- **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
- **Erik Barnes** brings a depth of experience and knowledge in the public and private sectors in building successful outcomes from collaboration. He has worked with governance and management at all levels to build successful collaborative relationships and develop the capability for individuals and organisations to lead and be more effective in collaborative teams.
- **Tony McCartneys** career has been built on a designing and delivering collaborative solutions. His engaging approach, depth of knowledge, and experience at the operational and governance level provide valuable insights into understanding and implementing collaborative practise.



Course Location & Dates

Auckland (Clifton's Conference Centre)	30 th Nov & 1 st Dec 2022
Wellington (Clifton's Conference Centre)	23 rd & 24 th Mar 2023

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Collaboration is evolving as a greater part of doing business to achieve increased value and success

The Institute for Collaborative Working has been involved in developing and leading successful collaborative relationships, for over 30 years, through building an understanding of mutual value between people. We accomplish this by utilising the 12 international principles of collaboration supported by a structured approach.



Why should you attend

- You want to learn more about collaboration and it's benefits.
- You want to work more collaboratively but don't know how.
- You are already working collaboratively but things are not going well or you would like to improve and move to the next level of collaboration.



Collaboration is evolving

- It is a greater part of business to achieve increased value and success.
- Infracom has developed its infrastructure strategy through collaboration, co-design and consensus.
 - The NZ Construction Accord's principle of "Build Trusting Relationship" through working in a collaborative and inclusive way.
 - The Government's Procurement Charter's expectations include Encouraging collaboration for collective impact.



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