

COLLABORATIVE LEADERSHIP

Making the most of your cross-functional relationships

Rory Underwood MBE DL

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**“Coming together is a beginning.
Keeping together is progress.
Working together is a success.”**

Henry Ford

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Companies that prioritise collaboration are also **five** times more likely to experience a considerable increase in employment, **twice** as likely to be profitable, and **twice** as likely to outgrow competitors.

Deloitte

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In a recent survey:

1. of surveyed employees believe that people in their own organization don't collaborate enough.
2. of employees and executives believe lack of alignment within a team impacts the outcome of a task or project.
3. of employees and executives cite lack of collaboration or ineffective communication for workplace failures
4. About of employers rate team work and collaboration as "very important", yet only of employees get communication evaluations at their performance reviews.

Source: Visix

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Why businesses fail to collaborate when delivering the Strategy

- Siloed - physical, geography, cultural
- Poor/Lack of leadership
- Lack of a common goal
- Poor communications
- Lack of awareness

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Cross-functional Relationships at Different Levels

Cross-functional activities:



Strategic initiatives

Projects

Day to day efficiencies

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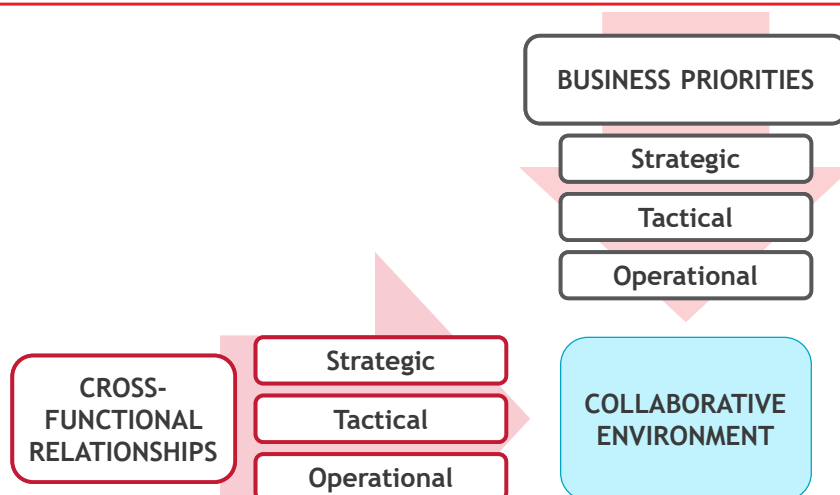
Collaborating at the Right Level

Do all your Leaders, Managers and Supervisors understand how to collaborate at their level?



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Creating the right environment for collaboration



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Think about ...

1. Is your senior team driving a collaborative behavioural way of working down through the business?
2. Do your Leaders, Managers and Supervisors know how to collaborate with other parts of the business?
3. Are your priorities, goals, objectives and KPI's restricting your ability to collaborate?

“Talent wins games, but teamwork and intelligence win championships.”

Michael Jordan

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For your diaries ...

FREE Business Breakfast Sessions

- Tuesday 2nd Nov - Hemswell Court, Lincoln
- Wednesday 3rd Nov - Leicester Tigers, Leicester
- Thursday 4th Nov - Trent Bridge Cricket Ground, Nottingham

Strategic Awareness Masterclass for Business Leaders - £395pp

- Tuesday 30th Nov - De Vere Orchard Hotel, Nottingham

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Any questions?

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 wingmanltd.com  enquiries@wingmanltd.com  [wingman_ltd](https://twitter.com/wingman_ltd)  [wingmanltd](https://www.linkedin.com/company/wingmanltd)