



Making Collaboration Work

Why Collaborative Working?

Collaborative working offers an alternative and enhanced capability to build new value propositions beyond the capabilities of an individual organisation. The networked economy is rewriting traditional business thinking and creating business models based on interdependent and complimentary alliances. The supply chain is giving way to the concept of a more holistic value chain and value networks. And within organisations, functions have to collaborate with others in shared service and value chain relationships.

Building trust across organisational boundaries is essential for all collaborative relationships whether this be internal relationships, business with business alliances, public-private or the supply chain (including outsourced functions). A low-trust relationship is usually bound by a legalistic and mechanistic framework (often the contract) that seriously limits the potential and long term success of the joint enterprise and the reputation of individual partners.

How TEAL Can Help

Our focus is on making these collaborative relationships work. We help businesses and their leaders evaluate their need to collaborate and move from inward-looking, self-protecting behaviours to an understanding of the areas of interdependence between organisations and the potential for additional value that this can create.

We offer support for businesses through using frameworks and tools that contribute to improving the performance of business partnerships of all kinds. Together these provide robust, objective analysis and a firm foundation for our work. They are designed to enable participation and critical thinking and they play a vital role if we are to get to the correct outcome and sustain the value of the work.

- ▶ BS 11000
- ▶ Collaborative Working Diagnostic
- ▶ Organisational Partnering Indicator
- ▶ Behavioural Assessment
- ▶ Relationship Management Development

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