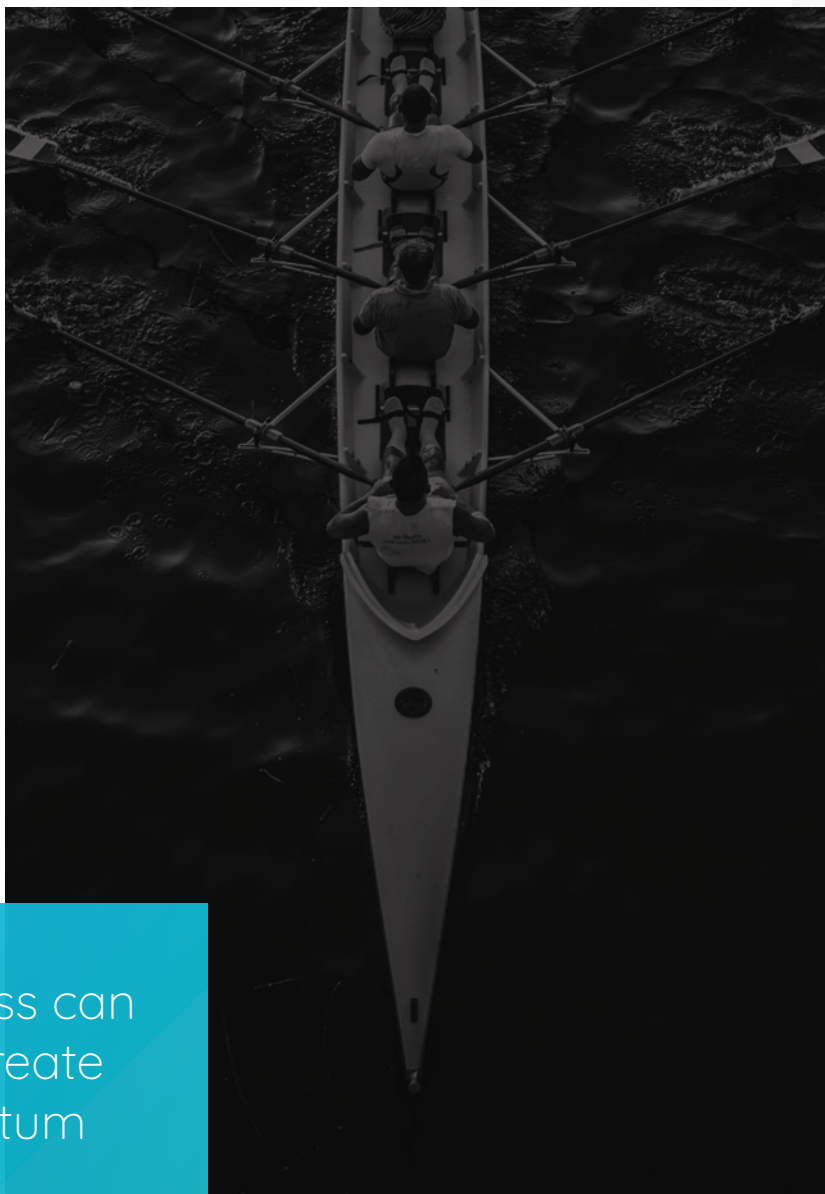


# COLLABORATING

## FOR SUCCESS

How to move from me to we. Executing change and driving innovation through working better together





Together  
ness can  
and does  
create  
the momentum  
of change

**JANINE GARNER**

## The business landscape in which we are all operating is changing at an incredibly fast pace.

The future of work, of what we are doing and how, is ever evolving.

The result? The organisations in which we are having to ideate and innovate, manage and lead, think and deliver, are becoming increasingly complex.

Here's the real challenge – that 'Me' space we've lived in for so long isn't enough anymore to tackle the adaptive challenges we are facing.

To succeed on a long-term, sustainable basis, we need to engage and innovate, to work together, to make things happen. We cannot move quick enough alone. We must move quickly together, as a collective intelligence. Together, we work faster and smarter. This new collaborative way of working is key.

Moving from Me to We, is essential for ideation, creation, innovation and influence.



## THIS WORKSHOP IS PERFECT IF:

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- You want to break down team silos and create togetherness
- You are facing increasingly challenging times where adaptive thinking and ideation are key to competitive advantage
- You know that improved collaboration will increase collective intelligence, engagement, innovation and problem solving
- You are going through organisational and cultural change and want your people to work better together towards a common goal
- You understand that building togetherness will drive change in your organisation

## IN THIS WORKSHOP YOU WILL:

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- Understand why executing change through collaboration is key
- Understand the importance of moving from a 'Me' to a 'We' mindset
- Learn a 4 step collaboration decision matrix for identifying the work, who needs to be involved and how to activate action
- Learn and identify value exchange opportunities to drive innovation
- Understand how to influence through the 'We' economy
- Break down team silos and improve team working

Janine gets  
the challenge,  
the challenge  
of getting  
smart people  
working  
together

**FOUNDER + CHAIRMAN,  
THOUGHT LEADERS GLOBAL**

# LEARNING OUTCOMES

## SESSION 1

### THE WHY & WHAT OF COLLABORATION

- Understand why working collaboratively is critical in this decade of disruption
- Learn that collaboration requires an outside in approach and always starts with the work
- Know why gaining clarity on what collaborative success looks like is key to driving change

## SESSION 2

### THE WHO OF COLLABORATION

- Know how to identify the key stakeholders in collaborative work
- Learn how to understand individual stakeholder perspective through the lens of four key considerations
- Identify the formal and informal authority at play and how to manage
- Learn the importance of being brave and why this starts from the inside out

## SESSION 3

### THE HOW OF COLLABORATION

- Understand the key behaviours needed to facilitate successful collaboration
- Why creating a safe holding environment is critical
- Learn how to maintain perspective to facilitate momentum vs inaction
- Identify and manage your own hungers that may be getting in the way
- Explore collaboration via case in point exercise

## SESSION 4

### THE HOW OF COLLABORATION

- Learn and identify value exchange opportunities to add value and drive change
- Putting collaboration in to practice
- Determine personal learning outcomes and actions

Collaboration is far from a soft skill. It is a bottom-line asset that lifts your team's collective intelligence, increases engagement and drives innovation, providing points of view of risk and opportunities you might otherwise miss.

**CEO,  
THE IMPOSSIBLE INSTITUTE**

If you are looking for an inspirational leader to drive change and motivate your team look no further. Janine has spent countless hours developing her IP, building powerful networks, writing books and inspiring people to stretch a little further each day.

**HEAD OF SALES, DXC OXYGEN**

Janine Garner is an inspirational thought leader, who is redefining the role of what a modern leader needs to be, both for today and into the future. Her methods, approach and training pushes you to the very core of your abilities. But the rewards and value that you are able deliver as a leader, are limitless.

**DIRECTOR OF CONTRACTING,  
MARSHALL DENNING**

Janine is a truly wonderful facilitator and speaker. Her content is always cutting edge, modern and reflective of what is currently happening in business today. Janine brings a wonderful energy with everything she delivers. She truly has a great ability to flex and change her style to the area that she is working in, whether that's one on one coaching, facilitating large workshops for senior attendees or large scale speaker sessions for groups of corporates.

**HEAD OF TALENT  
DEVELOPMENT AND DIVERSITY,  
APAC CBRE**



+61 418 297 712  
[janine@janinegarner.com.au](mailto:janine@janinegarner.com.au)  
[www.janinegarner.com.au](http://www.janinegarner.com.au)

*Janine*  
JANINE GARNER®



Janine is a global thought leader on powerful networking, collaboration and leadership. She is passionate about building high performing leaders and teams and bringing brilliant people together to achieve remarkable results.



Janine spent 20 years working her way across the world putting together award-winning marketing campaigns and strategies for high-profile brands like Ralph Lauren, Orono, Jaeger, Sainsbury's Homebase and Citizen Watches.

It was whilst working as a senior leader that she learnt about the power of connection and what it takes to unlock the brilliance in teams and leaders.

A highly sought-after keynote speaker, educator and author, Janine has worked with thousands of high-profile leaders from around the world and helped countless of Australia's top 50 ASX companies and multinationals -



EY, CBRE, DXC Technology, Hewlett Packard, Microfocus, Optus and CBA to name a few.

She is the best-selling author of *It's Who You Know - How a network of 12 key people can fast-track your success* and *From Me To We - why commercial collaboration will future proof business*, leaders and personal success.

Janine holds a Bachelor of Science degree from Aston University, UK and was awarded an Honorary Doctorate of Science from the same university in 2016. She is a graduate of the Harvard Kennedy School in The Art and Practice of Leadership, a partner at Thought Leaders Global and has won an International Stevie Award in recognition of her work.

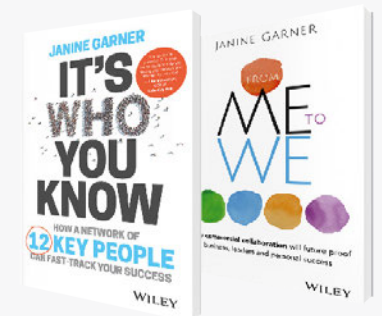
On top of this Janine is super proud to have completed two Tough Mudder and one Spartan race and enjoys the hardest challenge of all - raising 3 teenage children.

When not on TV or radio, Janine's thoughts and insights are regularly published in the media at The Huffington Post, CEO Magazine, Success Magazine, BRW, Women's Agenda, AIM and The Australian. She is also the host of her

own podcast, Unleashing Brilliance, featuring the untold stories of individual success from people around the world.

Janine believes that today, more than ever we need people, teams and companies willing to put in the extra needed to be truly brilliant. That we need leaders who are connected to their purpose and who will drive change. We need individuals brilliant enough to lead both in today's complex environment and into tomorrow's unknowns. This requires collaboration, transformation and leverage and it demands better conversations, training and connection.

Janine believes everyone has brilliance within waiting to be unleashed. This is what being really remarkable is. This is the power that you have to be your brilliant self, to make the remarkable happen and this is why she does the work that she does.





JANINE GARNER<sup>®</sup>