

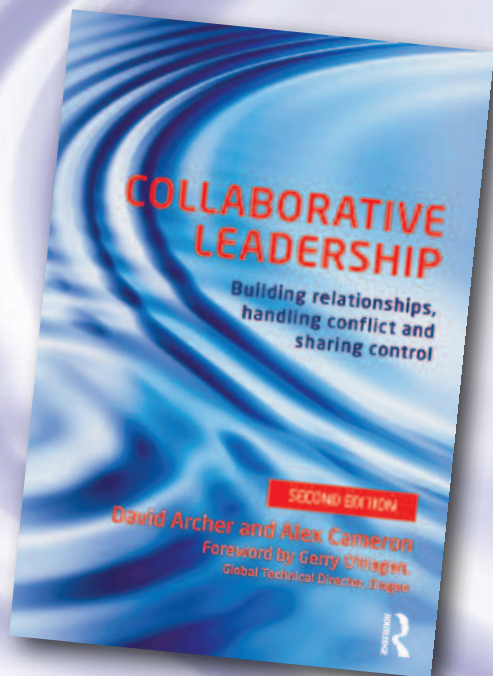
What do you do when your success depends on people who don't work in your own organisation?

COLLABORATIVE LEADERSHIP

Building relationships, handling conflict and sharing control

By David Archer and Alex Cameron of Socia

Download a free extract from our website at: www.socia.co.uk
Order online at: www.Amazon.co.uk



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 Routledge
Taylor & Francis Group

“If you are a leader who has to break down internal silos or to build coalitions of common interest in environments where you don't have control you should read this book.”

Foreword by Gerry O'Hagan Global Technical Director, Diageo

“Archer and Cameron's latest book shines a practical light on examples of collaborative leadership in action across private, public and voluntary sectors, and on the key leadership capabilities needed by not just one but many leaders who need to work together.”

Dr Keith Ruddle, Associate Fellow in Leadership, Oxford University

Many of the people who will help make you and your business successful don't work in your own organisation. They may not share your language, beliefs, manners or behaviours - but without their skills and effort you will never make it as a leader in today's interconnected world.

Think of the President of the United States, supposedly the world's most powerful leader: he does not have decision-making control over much of what determines success or failure. The same applies in business today, yet some still believe that a strong leader can drive an enterprise successfully through their own ambition, intellect and innovation.

Not any more. Consider the importance of outsourcing projects, partnerships, joint ventures, and the various relationships with suppliers, customers, investors, local and national governments, and of course the media. Working effectively with others isn't just a 'nice-to-have', it is critical to leadership success.

We call this **Collaborative Leadership** and this book provides clear analysis and specific advice on how leaders must be able to:

- **Build relationships** - with people who are your equal but not like you; people whose skills and knowledge you need to use.
- **Handle conflict** - and show that although some conflict may be unavoidable, it doesn't have to be destructive. Handled well, it can be a great source of innovation and understanding.
- **Share control** - because the alternatives - of trying to isolate yourself or control everything and everyone that you rely on - are just dangerous illusions.

We've written this book because we believe that too many leaders in business, public service and politics have their diaries packed with detail. They're not sufficiently focused on the ability to establish **trust, respect and understanding** in their key relationships.

“Technology enables collaboration across geographies, but the biggest challenges remain those of culture and leadership.

Clive Grinyer, Director of Customer Experience, Cisco

Authors

David Archer

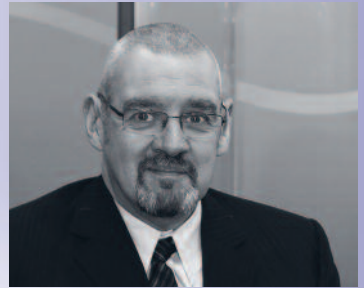
David has over 20 years' management consulting experience in the public and private sector, following a career in systems engineering and academic research.



He works with leaders to build relationships across internal or external organisational boundaries which deliver lasting business results. His clients include Transport for London, RSSB, NFU Mutual, The Ministry of Justice, and May Gurney. His specific expertise is in developing collaborative leadership capability, facilitating senior multi-party decision-making and designing strategic change initiatives.

Alex Cameron

Alex has spent over 25 years in organisation development, specialising in executive development and change management consultancy.



Alex works with leaders across the private and public sectors to help them build and manage the relationships necessary to improve business performance. His clients include Premier Oil, Salamander Energy, London Underground, HM Courts and Tribunals Service, and the Olympic Delivery Authority. His particular expertise is in executive coaching, facilitating executive teams, collaborative leadership development, conflict resolution, organisation design and Board evaluation.

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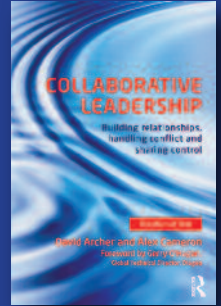
Socia is a specialist consultancy which provides problem-solving for leaders in an interconnected world. Our clients contact us when they need to manage their critical business relationships more effectively - either because current relationships are damaged or because key ones don't yet exist. They may have to deal with suppliers, partners, shareholders, regulators or government, any of which will be re-shaping their business environment.

David and Alex are trusted mentors to leadership teams and Boards across many sectors who look to them for expertise, skills, and objective feedback - helping to make business relationships work and deliver results across organisational boundaries.

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Touching a 2013 nerve

- what these experts say about
'Collaborative Leadership'



“Archer and Cameron brilliantly demystify what collaborative leadership is, and how to do it, in an accessible and engaging way.”

Linda Holbeche, former Research and Policy Director CIPD

“Collaborative leadership requires energy, determination and different behaviours. It isn't a guarantee of success. But it is essential in today's tougher climate.”

Bronwyn Hill, Permanent Secretary at the Department for Environment, Food and Rural Affairs

“The world's most dynamic businesses have one thing in common - they're boundaryless. If you want to know the secrets of becoming boundaryless, this book is your best choice - wise, authoritative and extremely useful.”

Robert Jones, Head of New Thinking, Wolff Olins

“The benefits of collaboration are irrefutable but it remains counter cultural in many business environments. The real value of this book is in its combination of practical tools that leaders can deploy and inspiring case studies to keep you on track when the going gets tough.”

Andrew Haines, CEO Civil Aviation Authority

“This is a practical book grounded in fertile experience. In a complex and highly interdependent world, proven practitioner tools are vital to the leader seeking sustainable, collaborative success. David and Alex capture the wisdom of all of it.”

Gary L. Mann, Global Lead, Talent & Organization Capability, Pfizer Primary Care

“Alex Cameron and David Archer have been pioneers in articulating the advantages of collaborative leadership. In a fast-changing world the authors make a compelling case for an approach which embraces the ability to build relationships, to handle conflict, and to share control.”

Sir Ian Magee CB, Senior Fellow, Institute for Government and Senior Adviser Booz & Company