



**Schulich**  
School of Business  
Executive Education Centre

Register for  
an Upcoming  
Session:

November 23 - 24, 2017  
April 23 - 24, 2018

# Leading Collaboratively

*Develop collaboration skills in yourself and others, maintain positive relationships while achieving “win-win” solutions, and successfully manage conflict.*

## Our Participants Say it Best:

*“This was a great course, very relevant to what I do every day. Now I have more tools to handle my projects to help our organization reach its strategic goals.”*

**N. Golestani, Manager,**  
GSI Canada

*“The course was extremely befitting to my current situation and I got tremendous value out of it. I feel I am walking into my office on Monday with a very clear direction for problem solving.”*

**E. Baranya, Technical Product Manager,**  
Geosoft

*“This course offers experienced leaders the opportunity to explore an enhanced method of facilitating goal achievement. The enthusiasm and knowledge of the instructor renders the subject matter both practical and exciting.”*

**V. Shepherd, Executive Director,**  
AVLA

### SEEC Moments of Insight include:

Techniques to define a problem, frame the challenge and inspire people to come together to tackle it.

Identify the needs and wants of both sides and define a shared purpose to drive collaboration.

Improve horizontal engagement by creating operational, personal and strategic networks.



14 PDUs\*

Register Today / Complete Details

<http://seec.online/11559>



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# Leading Collaboratively

Full of practical ideas, tips, tools and strategies that you can apply immediately.

## Systematically improve team cooperation, working relationships and results in any organization setting.

Collaborative work environments and team-based structures are **increasingly being used across different types of organizations**. In this program, participants will learn how to **systematically improve team cooperation, working relationships and results in any organizational setting**. They will develop enhanced leadership, negotiation, communication and collaboration skills to **improve individual, team and organizational effectiveness**. They will also become equipped to better **manage conflict and build solutions to problems and challenges**.

## Top Take-Aways

1. Strengthen your **leadership, negotiation and conflict management** skills – the big ‘three’ areas
2. Learn how to manage conflict to **build better solutions to problems and challenges**, increase motivation and have a better understanding of others
3. Build a “together we can solve this” environment to **tackle any business challenge**
4. Discover **five different styles for handling conflict**, and when it is appropriate to use the collaboration style
5. Learn how to **successfully challenge viewpoints** while promoting constructive discussion
6. **Change the atmosphere** from “you against me” to “you and me against the problem”

## Who Should Attend

This program is designed for directors, managers, team leaders, project managers and anyone interested in learning more about the value of building collaboration in the workplace.

### Interactive Learning Approach

Experience a variety of learning methods including case studies, coaching exercises, action learning, and development plans to enhance on the job application.

Receive a Thomas Kilman Conflict Mode Assessment to learn how you approach differences with others and how to adapt your style for different people and different situations.

## Overview of Learning

### The Value of Managing Conflict in the Workplace

- The importance of conflict handling as a critical leadership skill
- Read the 8 key attributes of a conflict situation
- Describe the common causes of conflict

### Receive Your Personal Thomas Kilman Conflict Mode Assessment

- Learn how you typically approach differences with others
- Learn strategies to identify how to get your needs met
- Learn 5 modes, including collaboration for handling conflict
- Improve your skills in assessing situations and using each conflict style

### Communication Skills Related to Conflict Management & Collaboration

- Practice how to effectively communicate your needs and concerns to others
- Build and enhance relationships while managing conflict
- Establish guiding principles for establishing collaborative communications

### Finding “Win-Win” Solutions

- Practice negotiation techniques that support collaboration
- Invent and explore options for mutual gain
- Learn how to overcome obstacles and maximize influence

### Build A Culture of Collaboration

- Learn the key drivers and benefits of collaboration

*Continues Online*

**Get the whole picture.**

Preview complete course content and instructor bio online.

**Complete Details / Register Today**

<http://seec.online/11559>

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or email [excedinfo@schulich.yorku.ca](mailto:excedinfo@schulich.yorku.ca)

\* PMI Talent Triangle PDU breakdown: Leadership: 14

### Dates & Locations:

**November 23 - 24, 2017**  
Executive Learning Centre

**April 23 - 24, 2018**  
Miles S. Nadal Management Centre

### Registration Fee:

\$2,450 + applicable taxes

### Registration Details:

- Tuition includes teaching materials, lunches and refreshments, but not accommodations
- A special corporate rate is available for participants at partner hotels
- Programs run from 9:00 a.m. to 4:30 p.m.
- Modules, speakers, topics, dates, fees, and locations are subject to change