

GREENLAND CONSULTING

Synergistic solutions for a world in transition

COLLABORATIVE LEADERSHIP:

Communication Tools for Effective Teams

Sample Slidedeck
Dr. Katherine Greenland

About **GREENLAND** CONSULTING



katherinegreenland.com

GREENLAND CONSULTING 

OBJECTIVES

Give you communication tools that create understanding across difference while increasing your own leadership success.





What makes a
good leader?

Collaborative Leadership

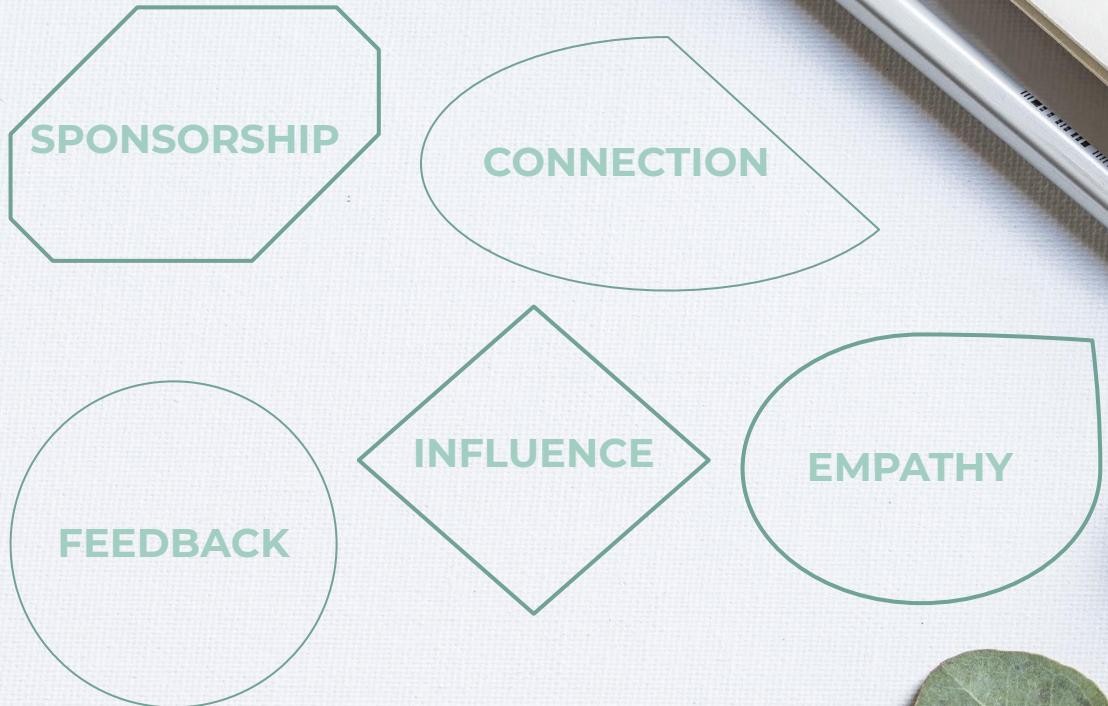
The purposeful exercise of your:

- 1. Behavior**
- 2. Communication**
- 3. Resources**
- 4. Influence**

The **structure and climate** of an environment that supports a collaborative **relationship**.

Rubin, H. (2002) *Collaborative Leadership*, Corwin Publishing, Thousand Oaks, CA.

TOOLS



Communication

Flexibility

Support

Accountability

Team Work

Respect for All

Trust

Collaboration

**TOOL
#1**

CONNECTION



TOOL #2

EMPATHY

Why is communication important?

Draw a tree.

Communication is Everything.



Collaborative Leadership requires Collaborative Ownership

How can executive departments provide better support to operational departments?

How can operational departments take more ownership over their company wide outcomes?





TOOL #3

SPONSORSHIP

Be a sponsor



Find a sponsor

WHAT IS YOUR GREATEST CHALLENGE?

time

people

balance

work

staffing

engaging

motivation

growing

need

keep

team

building

communication

effective

lead

retention

feedback

product

woman

life

skills

taken

correct

specialized

seriously

hours

provide

media

final

countless

independent

proper

go

training

see

competitive

studio

boundaries

commitment

connections

teachers

WHAT DO YOU NEED NOW?

kind freelance just
communicate ideas contracts handshake
support clear management rate
learn deal feedback time employees
women town difficult incorporate
done better people group
others less communication training leadership
seems organization business
mentorship someone expectations
experiences confidence work boundaries
bounce



**“I would like you to be more self-reliant, show more initiative,
and take greater personal responsibility — but check with me first!”**

INFLUENCE STYLES

1. Rationalize
2. Inspire
3. Consult
4. Ingratiate
5. Appeal
6. Exchange
7. Network
8. Legitimize
9. Pressure

Erdogan, B., & Bauer, T. (2009). Perceived Overqualification and Its Outcomes: The Moderating Role of Empowerment. *Journal of Applied Psychology*, 94(2), 557-565.

INFLUENCE



TOOL
#4

LET'S PLAY
A GAME !

COMMON RESPONSES TO INFLUENCE

1. Resistance
2. Compliance
3. Commitment

INFLUENCE



TOOL
#4



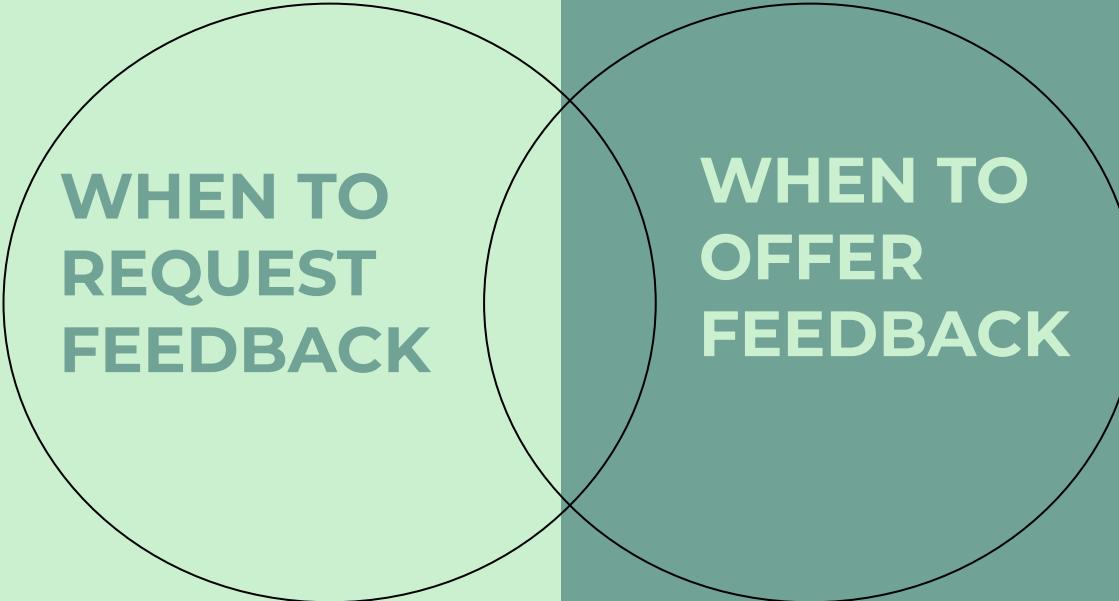
TOOL #5

GIVE AND REQUEST FEEDBACK

- Objective
- Descriptive
- Concrete
- Actionable



“My last comment ‘appeared’ to be inviting feedback.
Do not be fooled.”



**WHEN TO
REQUEST
FEEDBACK**

**WHEN TO
OFFER
FEEDBACK**



**NEXT
STEPS**





Give feedback to Katherine

1. Scan this QR code



or go to talk.ac/katherinegreenland

2. Enter this code on the screen

LEADER



THANK YOU

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