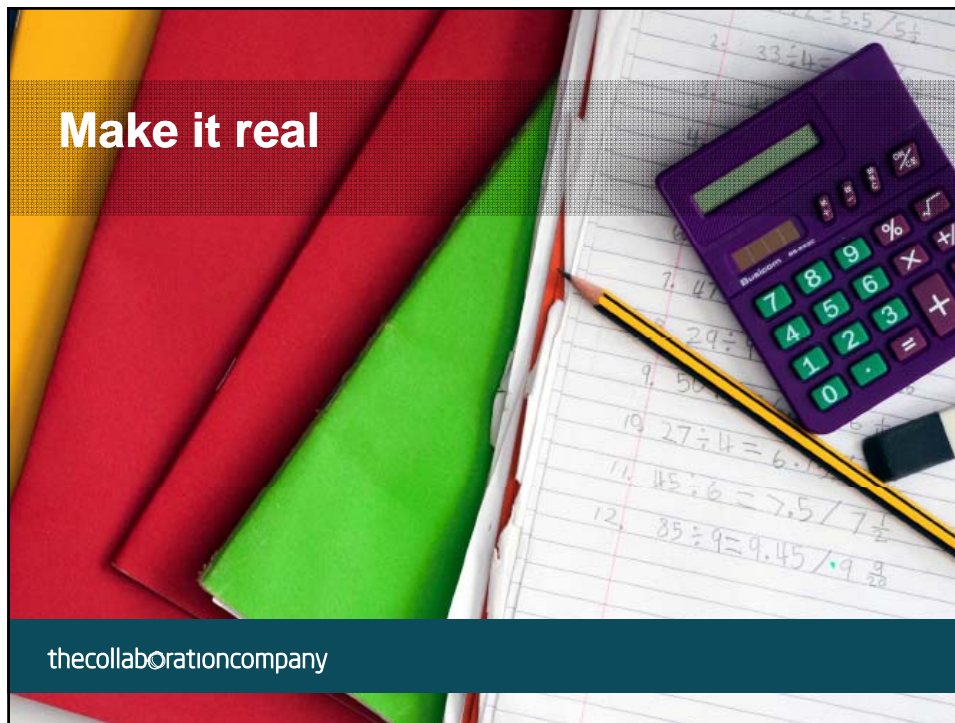


**Miles Hanson**  
Chief Enthusiasm Officer  
The Collaboration Company

thecollaborationcompany



thecollaborationcompany










































**Build collaborative capability  
of individuals, leaders &  
teams**

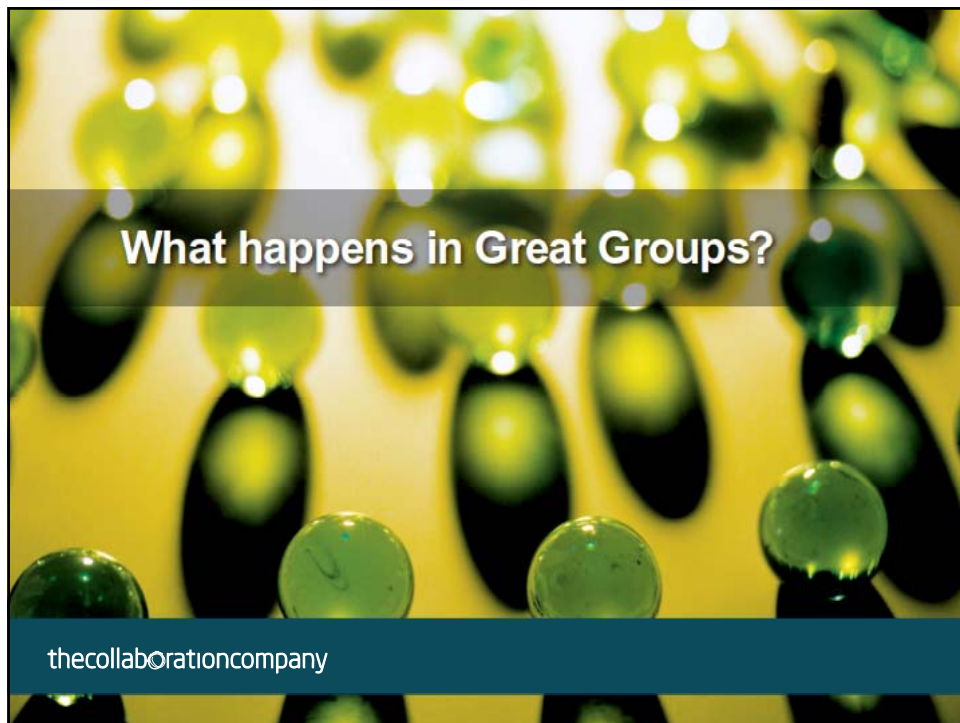
**Design & facilitate  
collaboration projects &  
workshops**

thecollaborationcompany

 with us, it's personal®	 Sainsbury's			
	 International Hotels Group			 BRITVICTEASER
 Aunimides of Alliance Scotts				 GlaxoSmithKline
				
			 Gardiner & Theobald PLC	
				
thecollaborationcompany				







**Why do nearly all new ideas never happen  
in large organisations?**

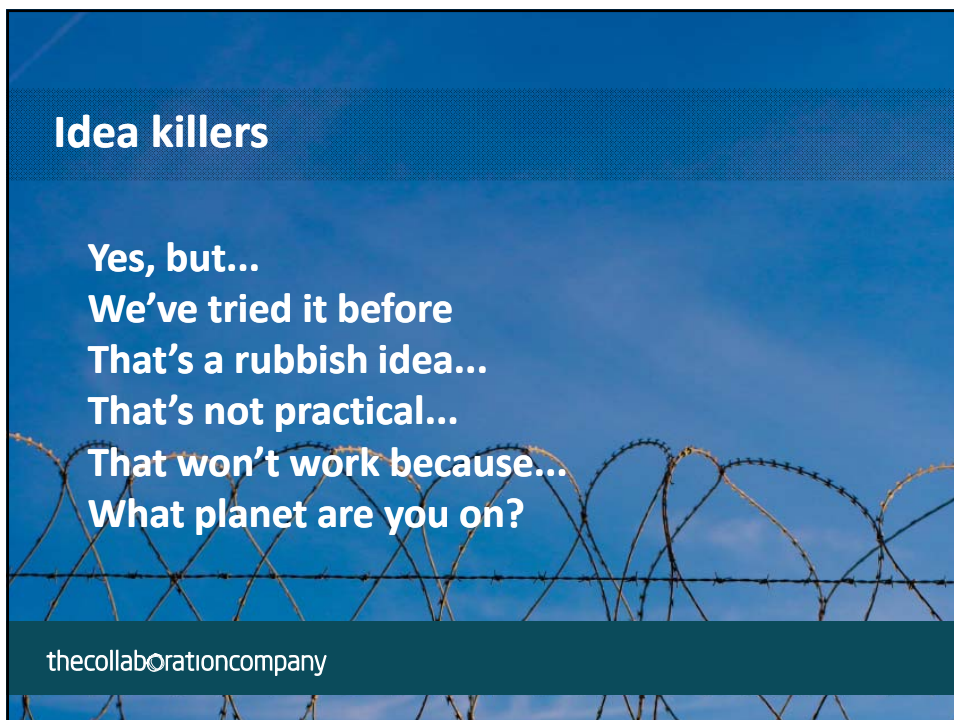
thecollaborationcompany

**Big companies are great at killing ideas**

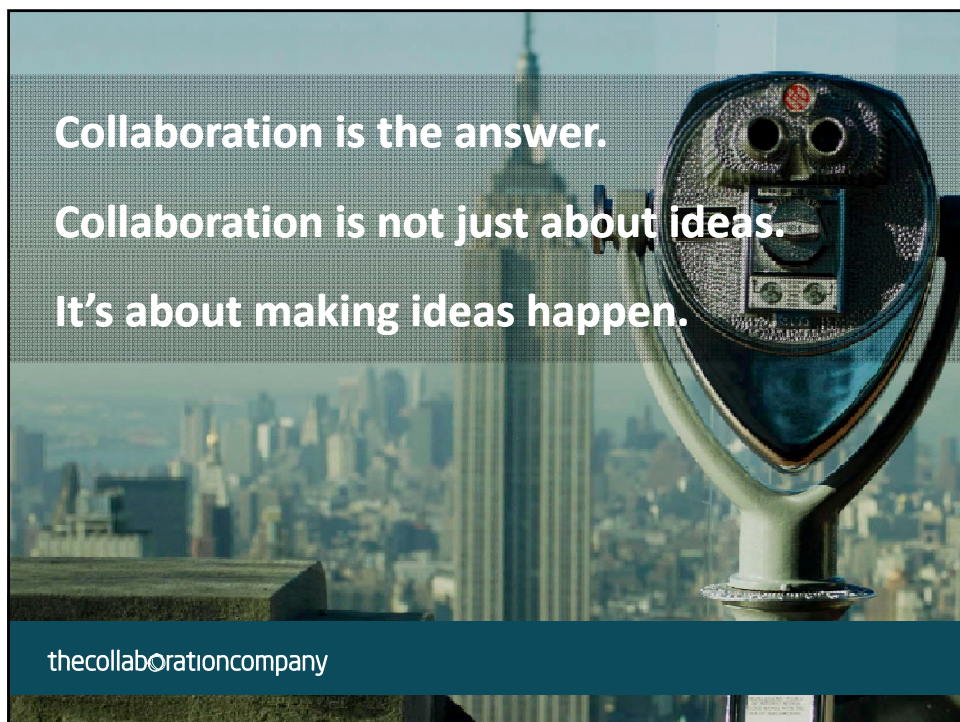
thecollaborationcompany







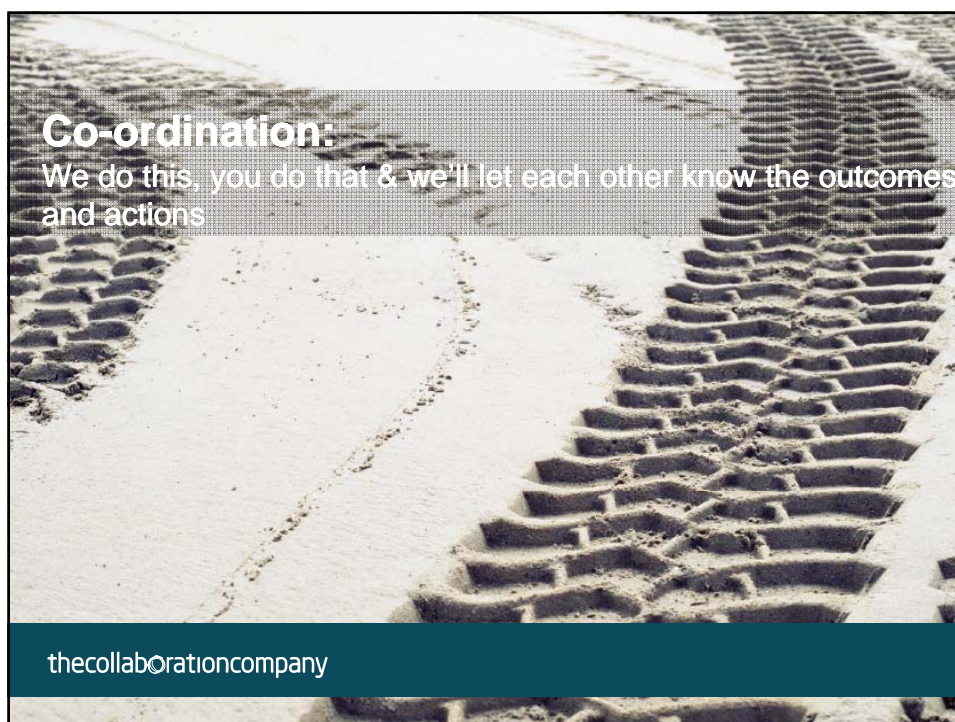
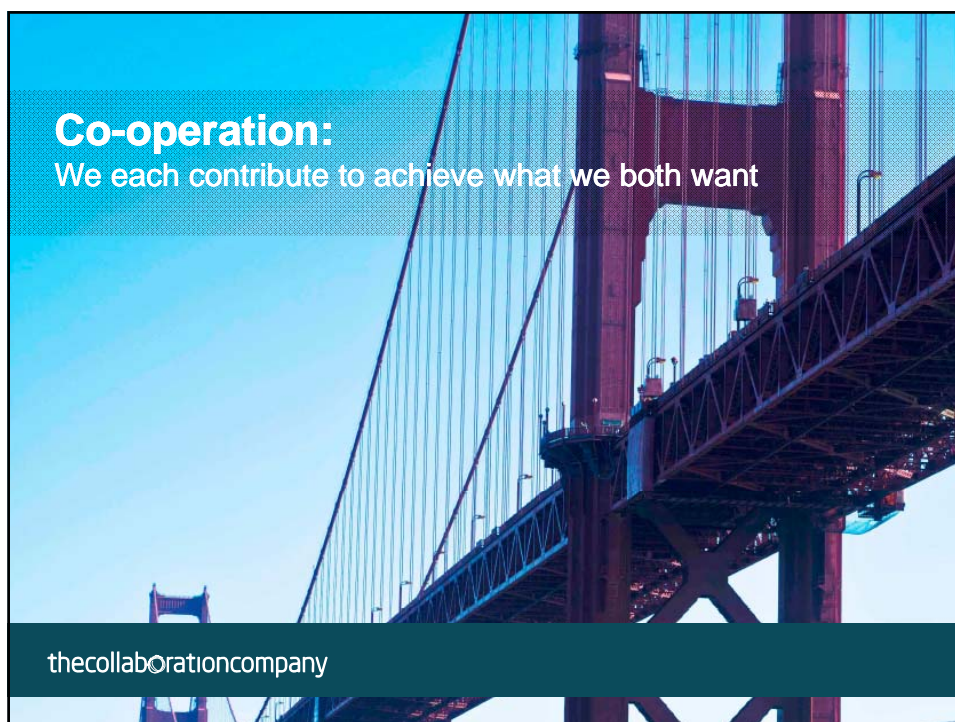








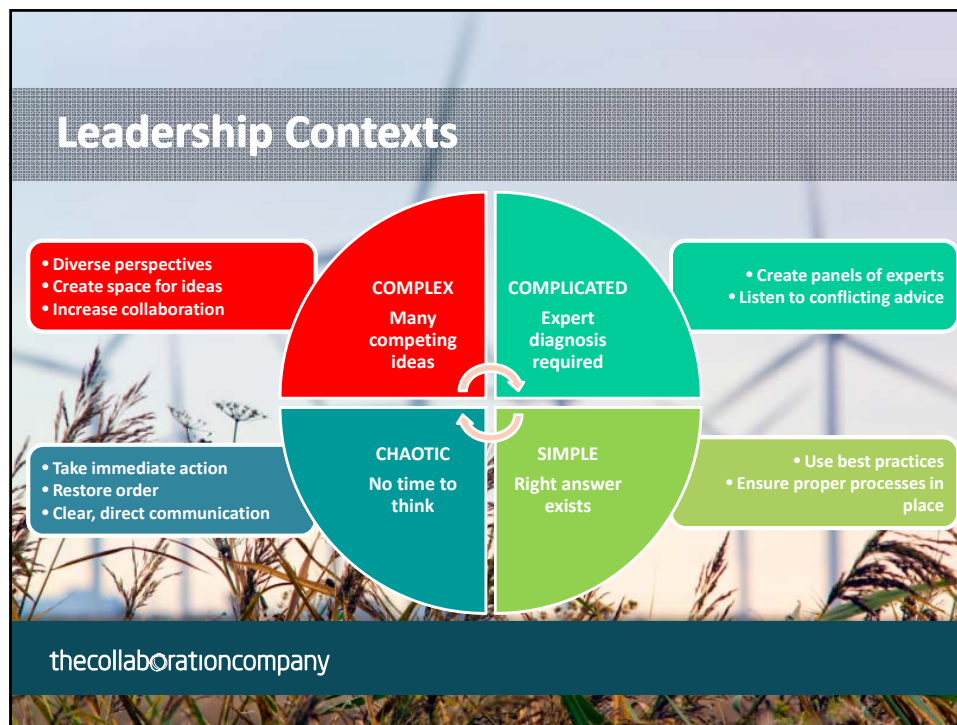




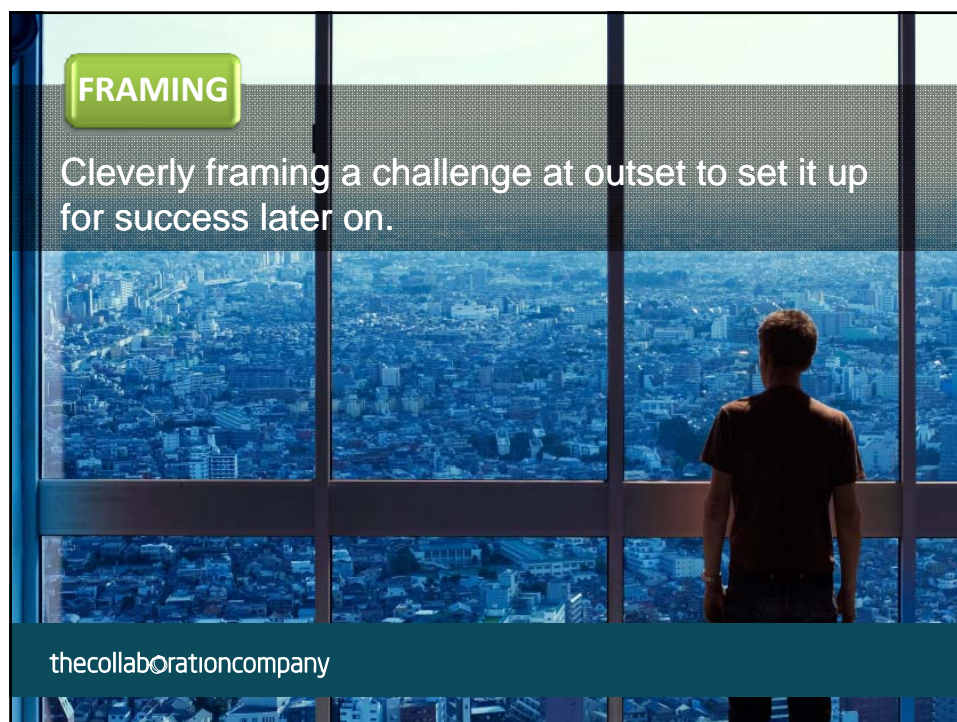
















## FRAMING: An example

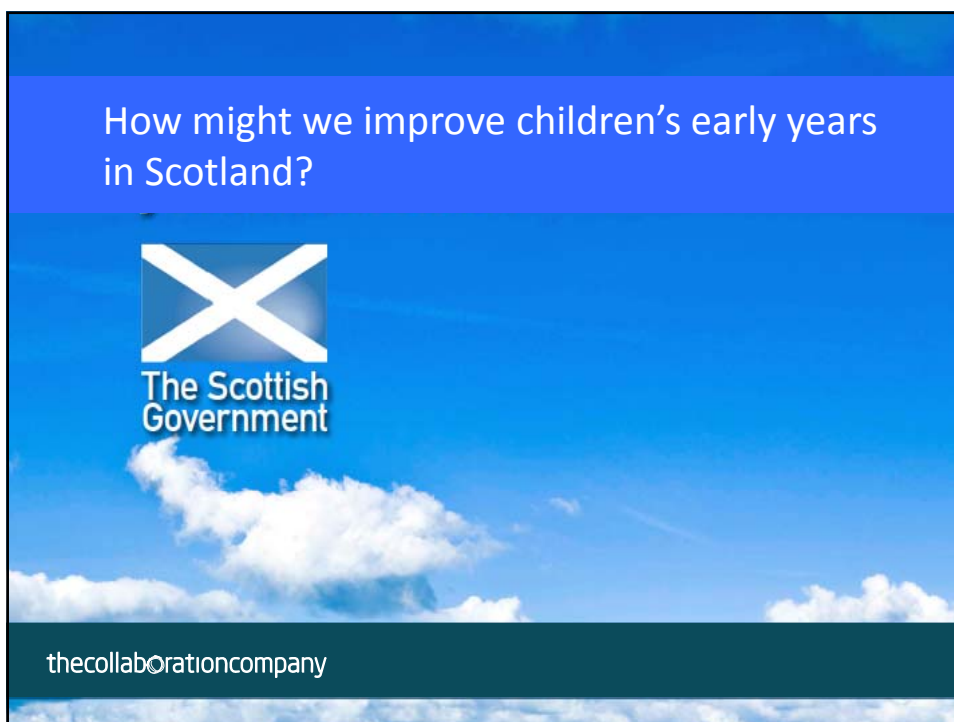
**SHARED CHALLENGE:** It's so noisy around here that we have trouble concentrating.

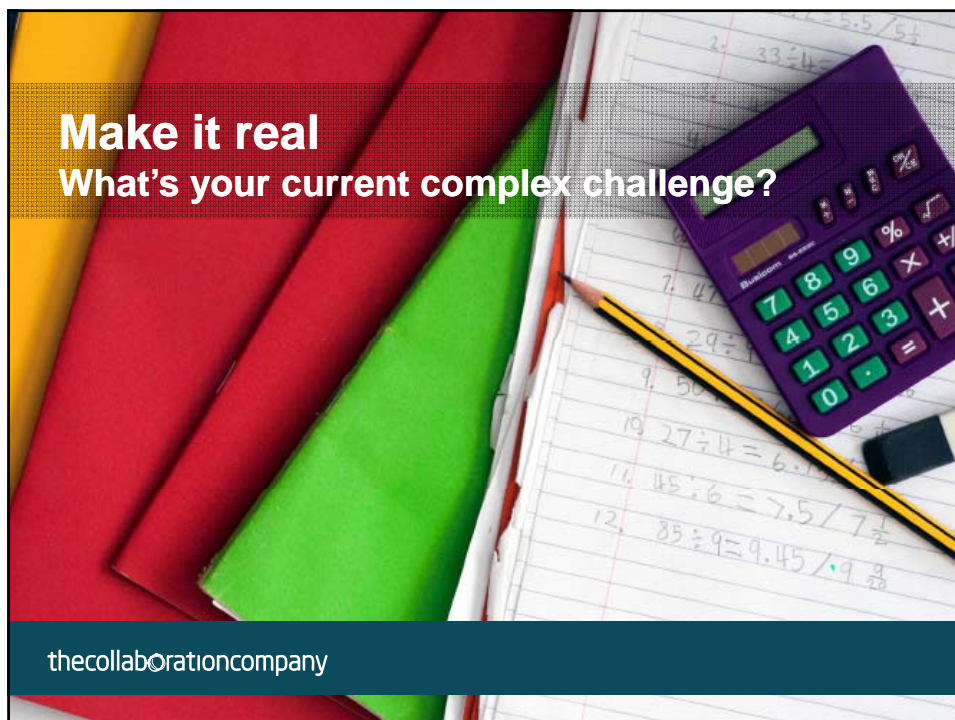
***Challenge that's too narrow:*** How might we create more private offices so employees can concentrate better?

***Challenge that's too broad:*** How might we help people focus?

***Challenge that's just right:***  
How might we redesign the space to accommodate a range of working styles?

thecollaborationcompany





**DIFFERENCE**

The value of valuing different perspectives



**A quick test!**





## Question 1:

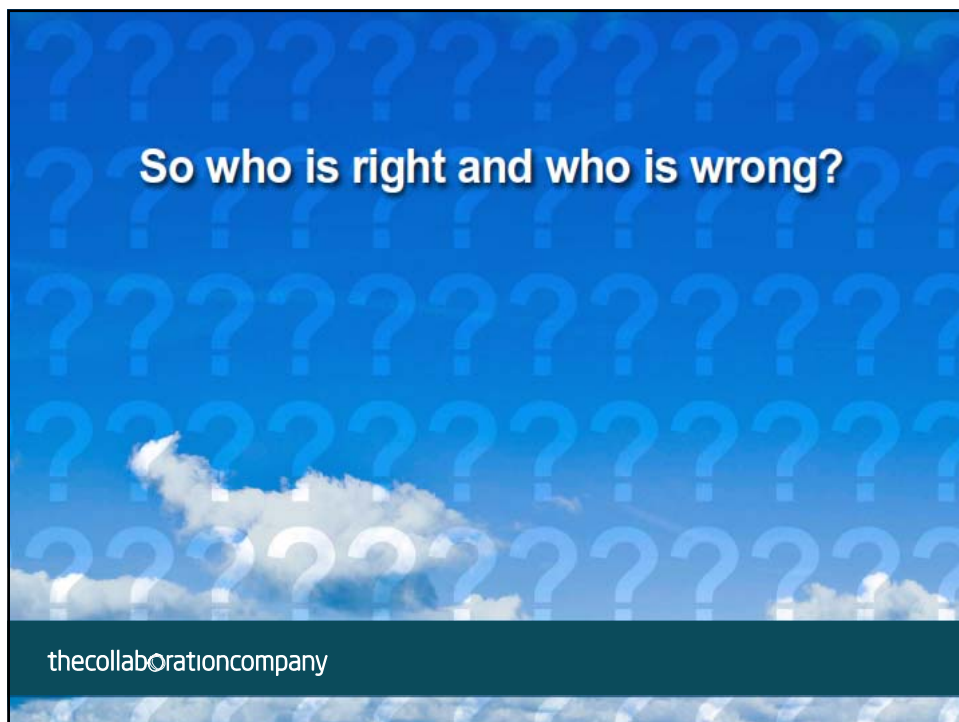
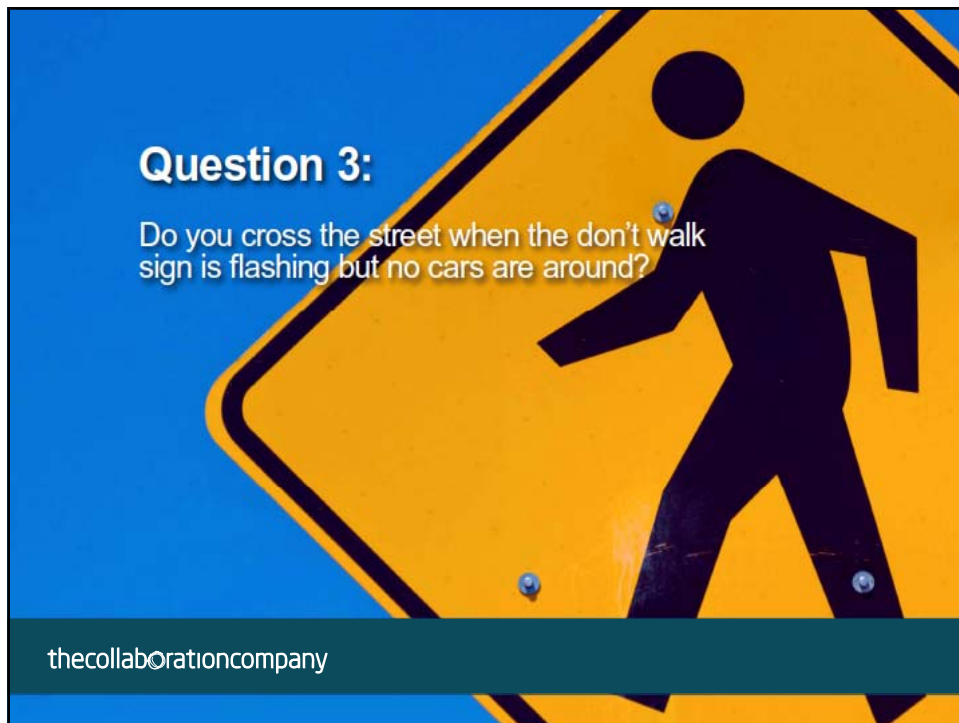
Do you store your ketchup in the fridge or in the cupboard?

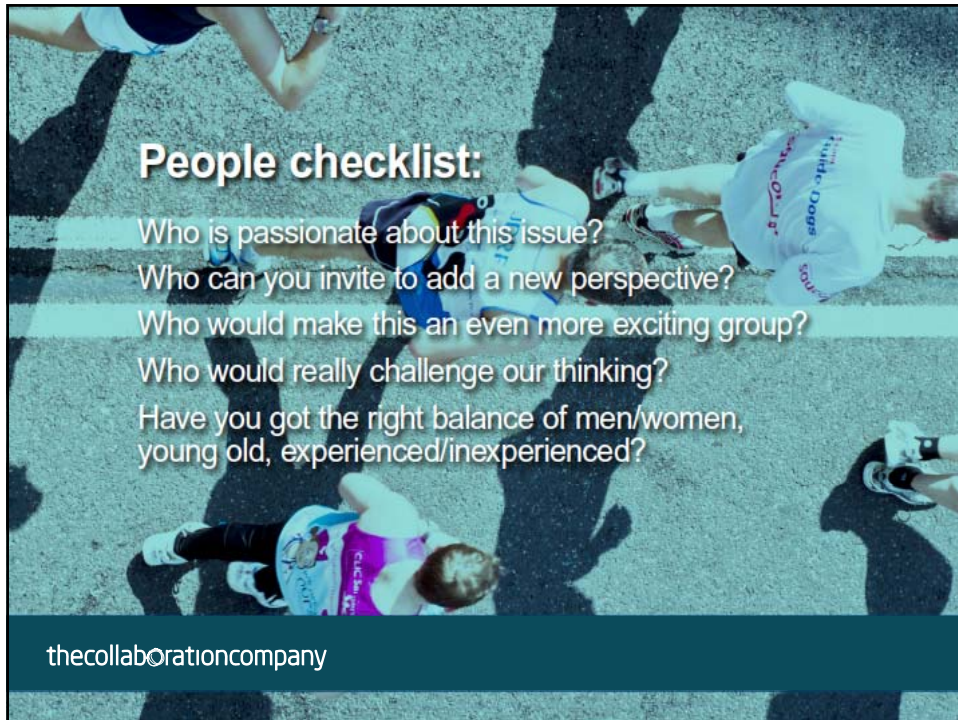


## Question 2:

When you greet friends, do you give them a hug?








**People checklist:**

- Who is passionate about this issue?
- Who can you invite to add a new perspective?
- Who would make this an even more exciting group?
- Who would really challenge our thinking?
- Have you got the right balance of men/women, young old, experienced/inexperienced?

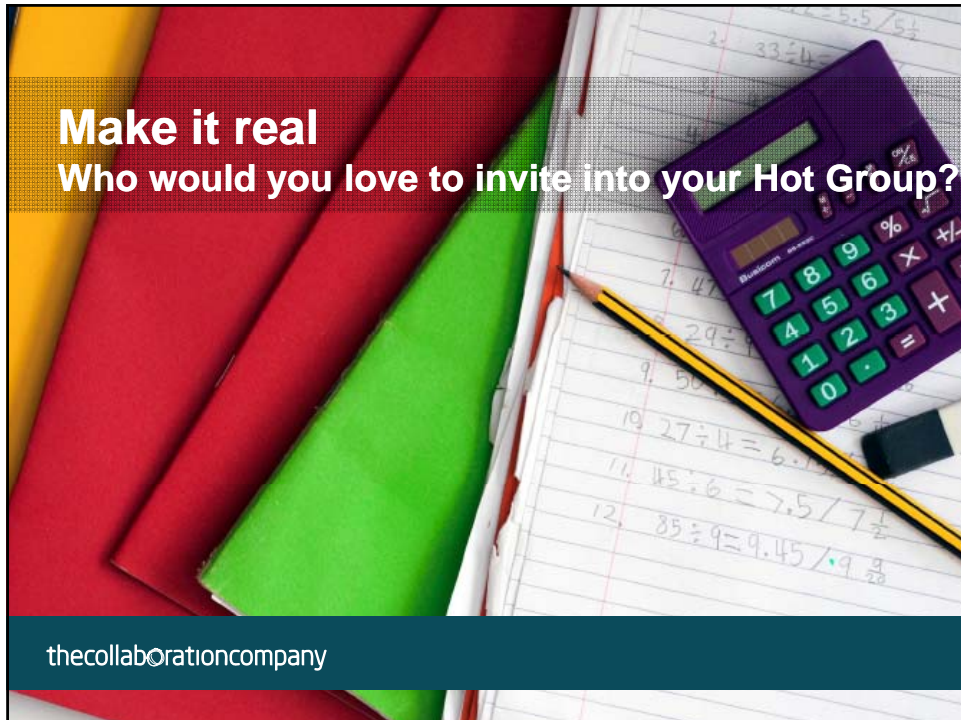
thecollaborationcompany

How can we better performance manage our **remote workforce?**



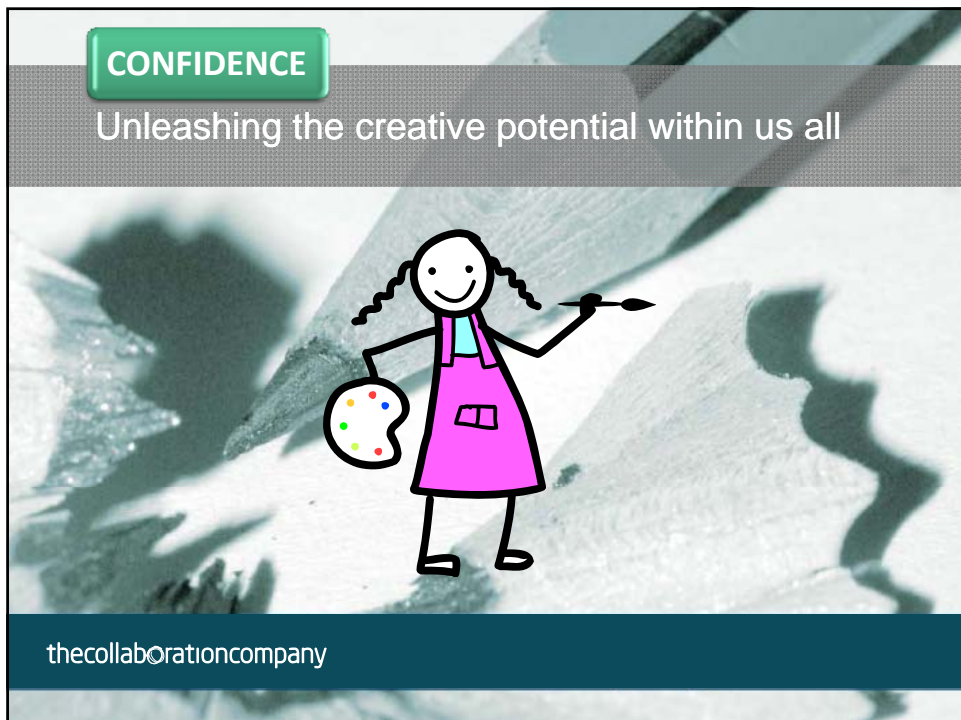
thecollaborationcompany





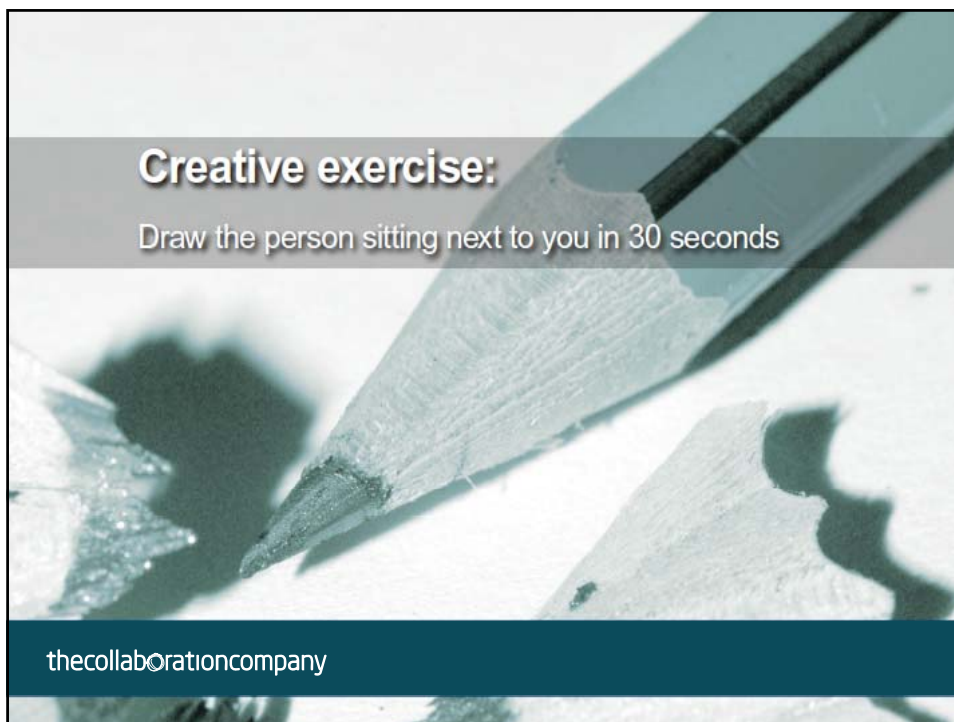
**Make it real**  
Who would you love to invite into your Hot Group?

thecollaborationcompany



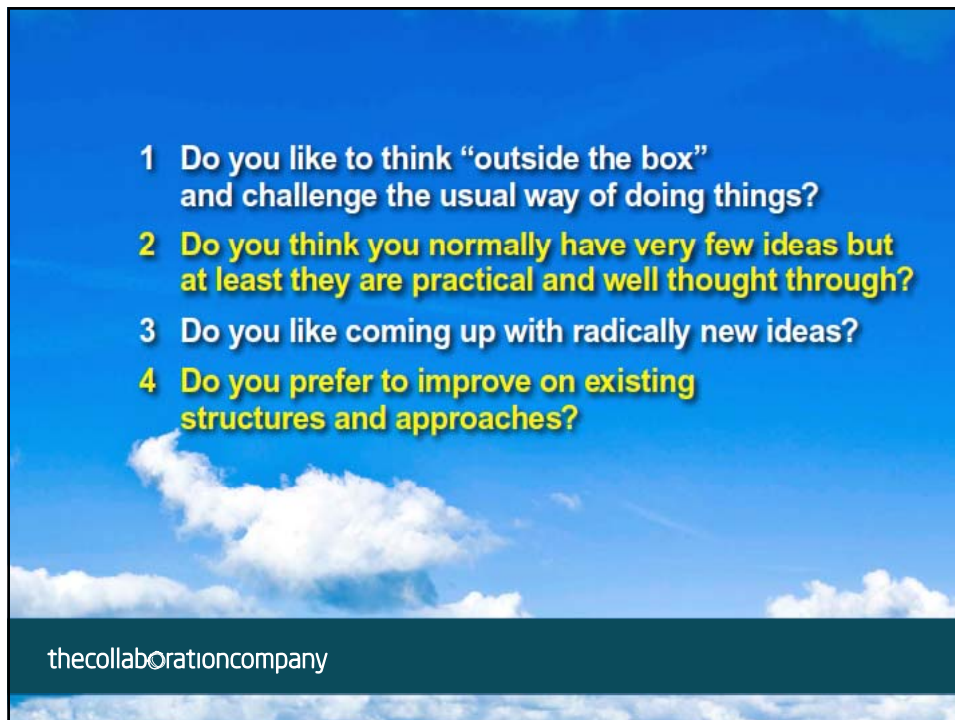
**CONFIDENCE**  
Unleashing the creative potential within us all

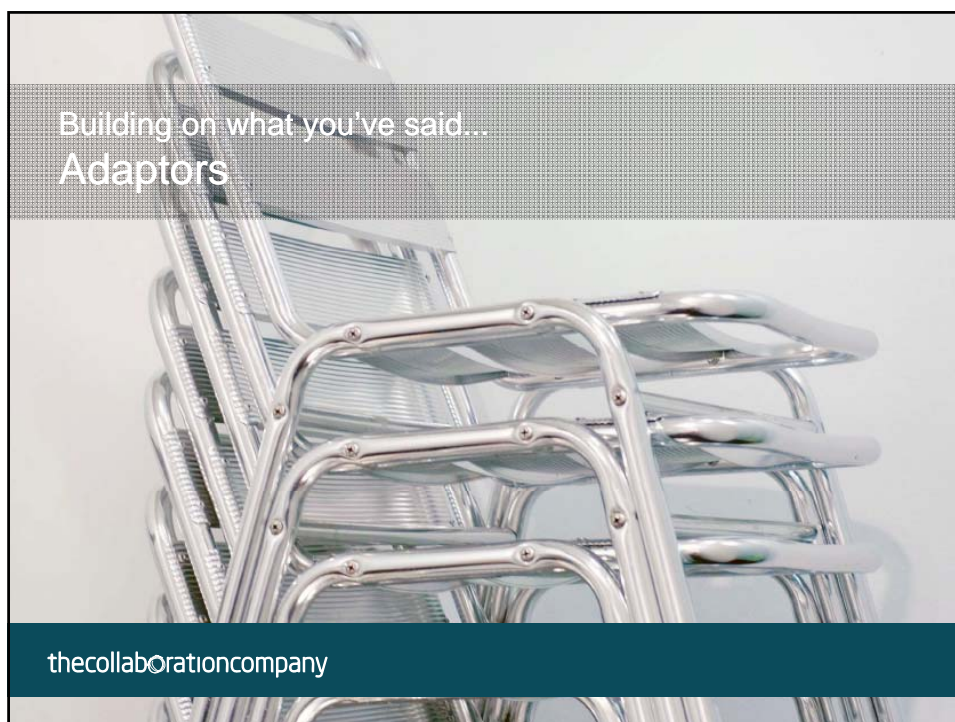
thecollaborationcompany













A photograph of two green public payphones. The one on the left is an older model with a numeric keypad and a coin slot. The one on the right is a newer model with a numeric keypad and a coin slot. Both have a green handset. The background is slightly blurred, showing what appears to be a public space.

**CRYSTALIZE**

Translating an idea into a form that we can react to immediately and emotionally

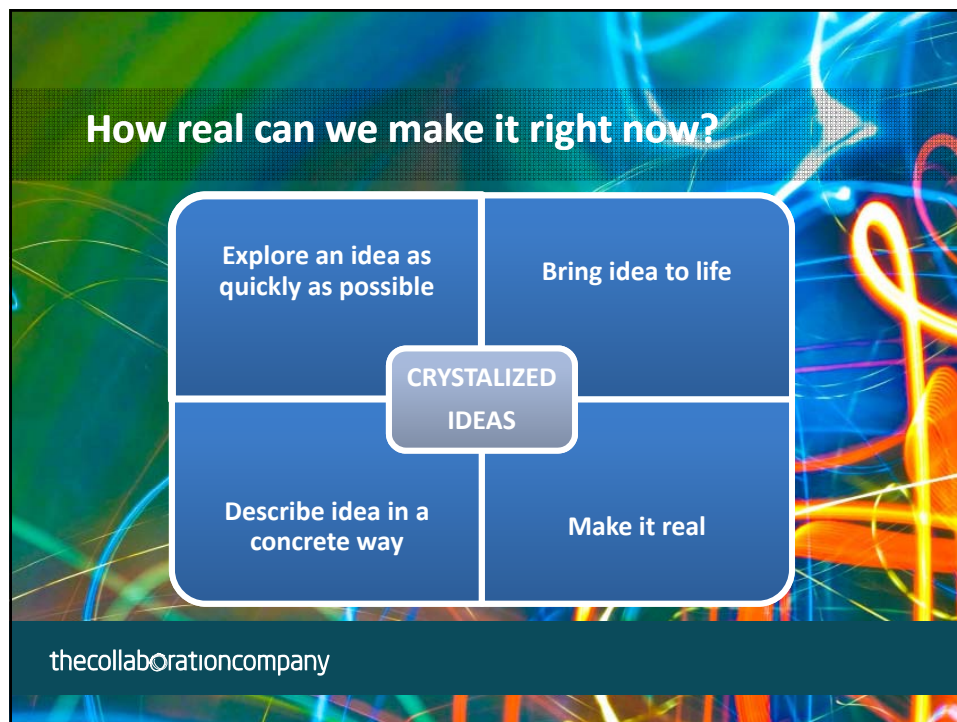
thecollaborationcompany

A photograph of a wooden bench on a beach. The bench is made of dark wood and is positioned on a concrete pad. In the background, there is a sandy beach and the ocean with blue waves. The sky is clear and blue.

**The Law of Making Ideas Happen<sup>1</sup>**  
Your ability to land an idea is inversely proportional to the time you take to share it!

thecollaborationcompany





**Make it real now:** Let's convert our office kitchen into a funky and creative meeting place next month.



thecollaborationcompany

**How real can we make it right now?**

Can you draw it for me?

Let's get Jane to join us now; she's the customer, not us.

Let's act it out now: you be the buyer and I'll be the seller.  
What are we going to say and do?

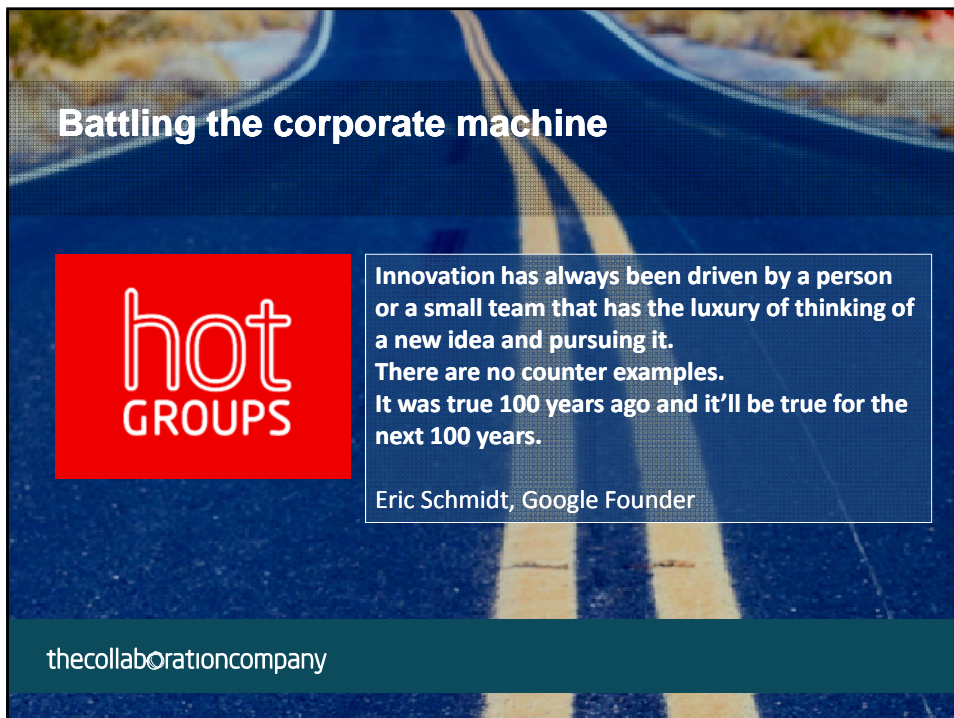
thecollaborationcompany



**MOMENTUM**

**An unreasonable sense of urgency and clarity of direction**

thecollaborationcompany



**Battling the corporate machine**

**hot GROUPS**

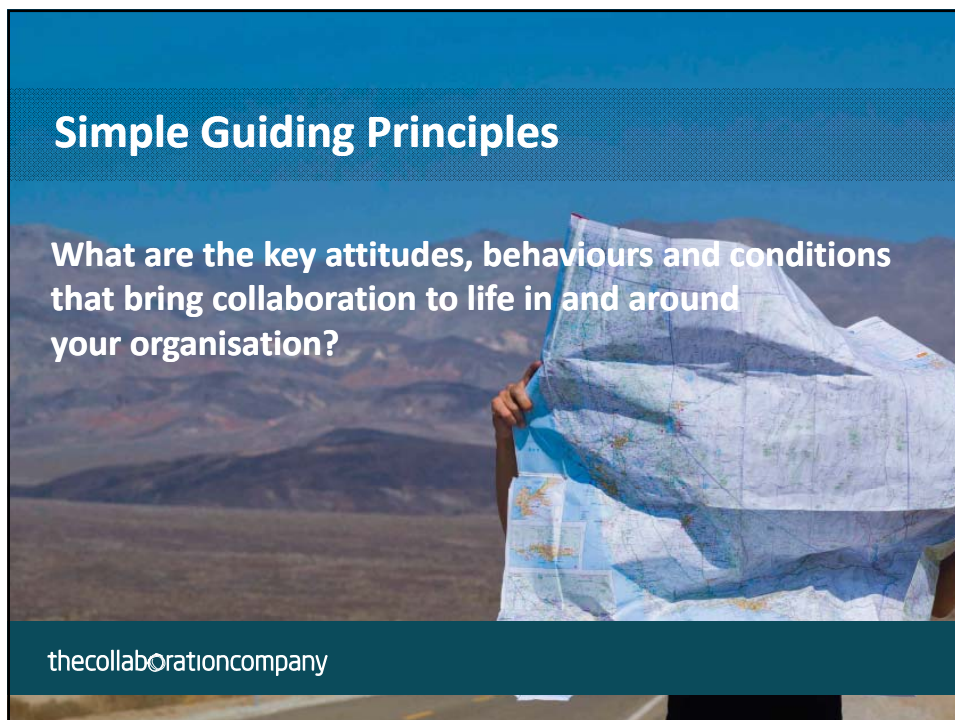
Innovation has always been driven by a person or a small team that has the luxury of thinking of a new idea and pursuing it. There are no counter examples. It was true 100 years ago and it'll be true for the next 100 years.

Eric Schmidt, Google Founder

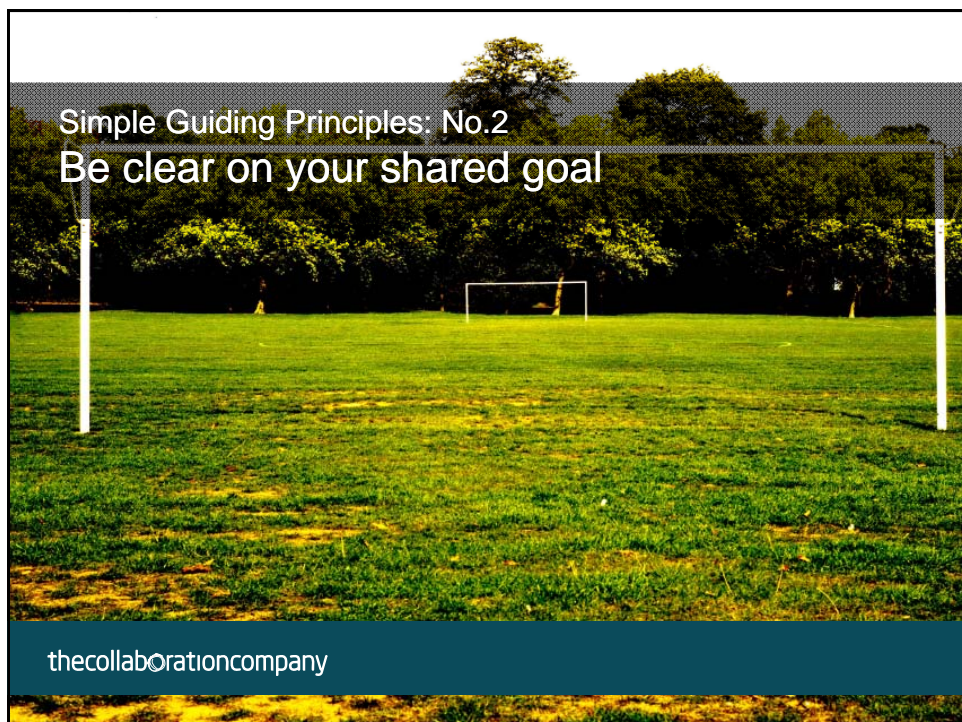
thecollaborationcompany









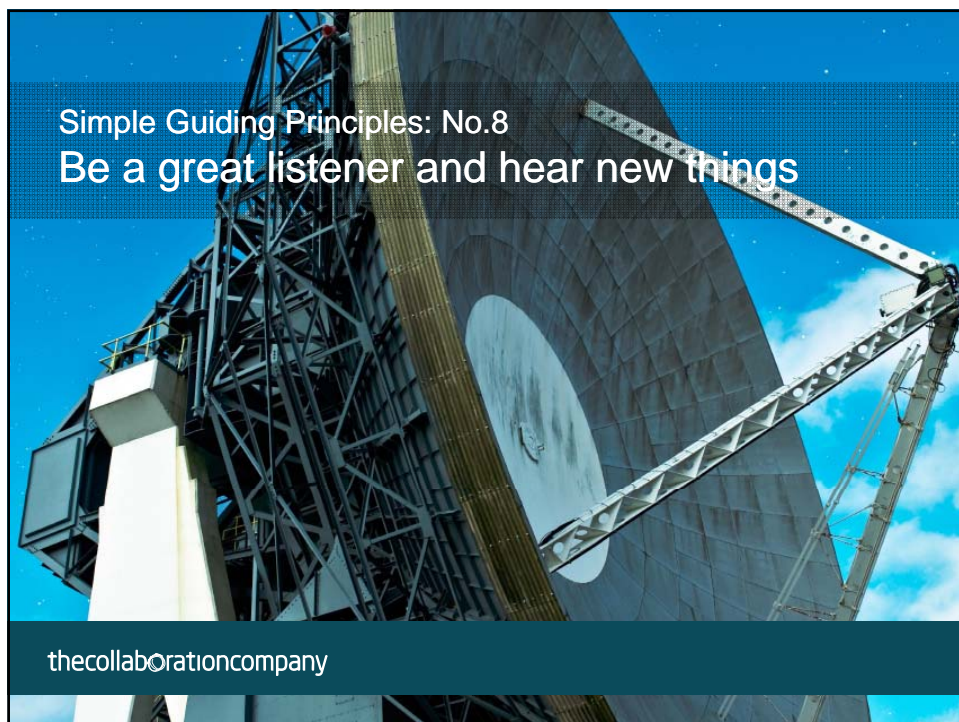




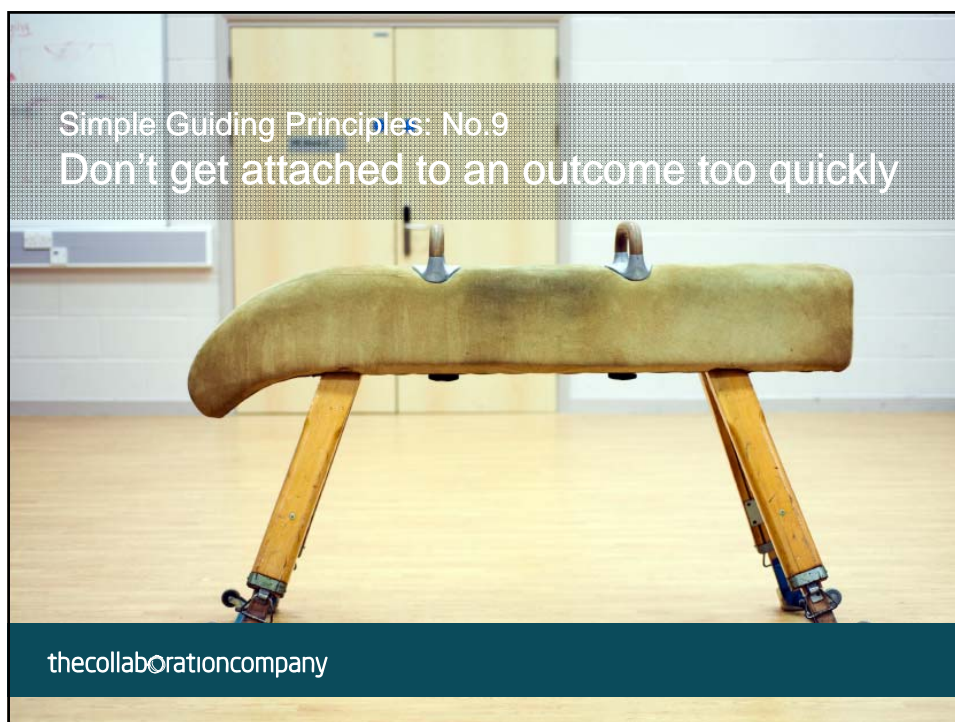














**Make it real**  
**What's your first step?**

thecollaborationcompany



**Helene Swan** Talent,  
Learning & Development  
Consultant **Munich Re UK  
Services Limited**

thecollaborationcompany

**Munich RE** 