



# BUILDING COALITIONS: THE ART OF SUCCESSFUL COLLABORATION

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A 3-Day Hands-On TMS Experience  
*Delivered in Live or Live Virtual Classrooms!*

## Course Description:

This workshop focuses on the skills, tools, and techniques needed to lead collaboratively in the government work environment. The ability to build strong coalitions and facilitate communication and collaboration across government organizations and Agencies is essential to addressing today's complex issues and challenges faced by senior Defense and Federal professionals.

Participants can expect to expand their perspective and understanding of collaboration in today's government dynamics. You will explore relationship building and influence in the context of building coalitions among varying organizational cultures, structures and individual personalities.

## Learning Objectives & Topics Covered in this Workshop:

- Definitions of Collaborative Leadership
- Recognize Varying Problem-Solving Tools
- Analyze Alternate Problem-Solving Strategies
- Understand Various Collaboration Strengths and Challenges
- Understand How to Apply Collaboration and Coalition Building Techniques
- Assess and Deal with Risk and Barriers to Collaboration
- Develop Your Influencing Skills
- Understand Collaborative Communication Skills and Tools
- Understand Organizational Collaborative Techniques
- Identify Coalition Building Approaches
- Interpret Problems

**Audience:** This workshop is designed for all government personnel.

### **Toolkits:**

Receive a **Student Handbook** and **Online Toolkit**, containing tools such as checklist, tips, techniques, and numerous other tools to help you use your new skills immediately.

### **Additional Information:**

**CPE Credits:** 23.0

**CEU Credits:** 2.0

**Suggested Program**

**Prerequisites:** None

**Advanced Preparation:** None

**NASBA Program Level:** Basic

**NASBA Field of Study:**

Personal Development

**Delivery Method:** Group Live – Live Virtual Classroom

