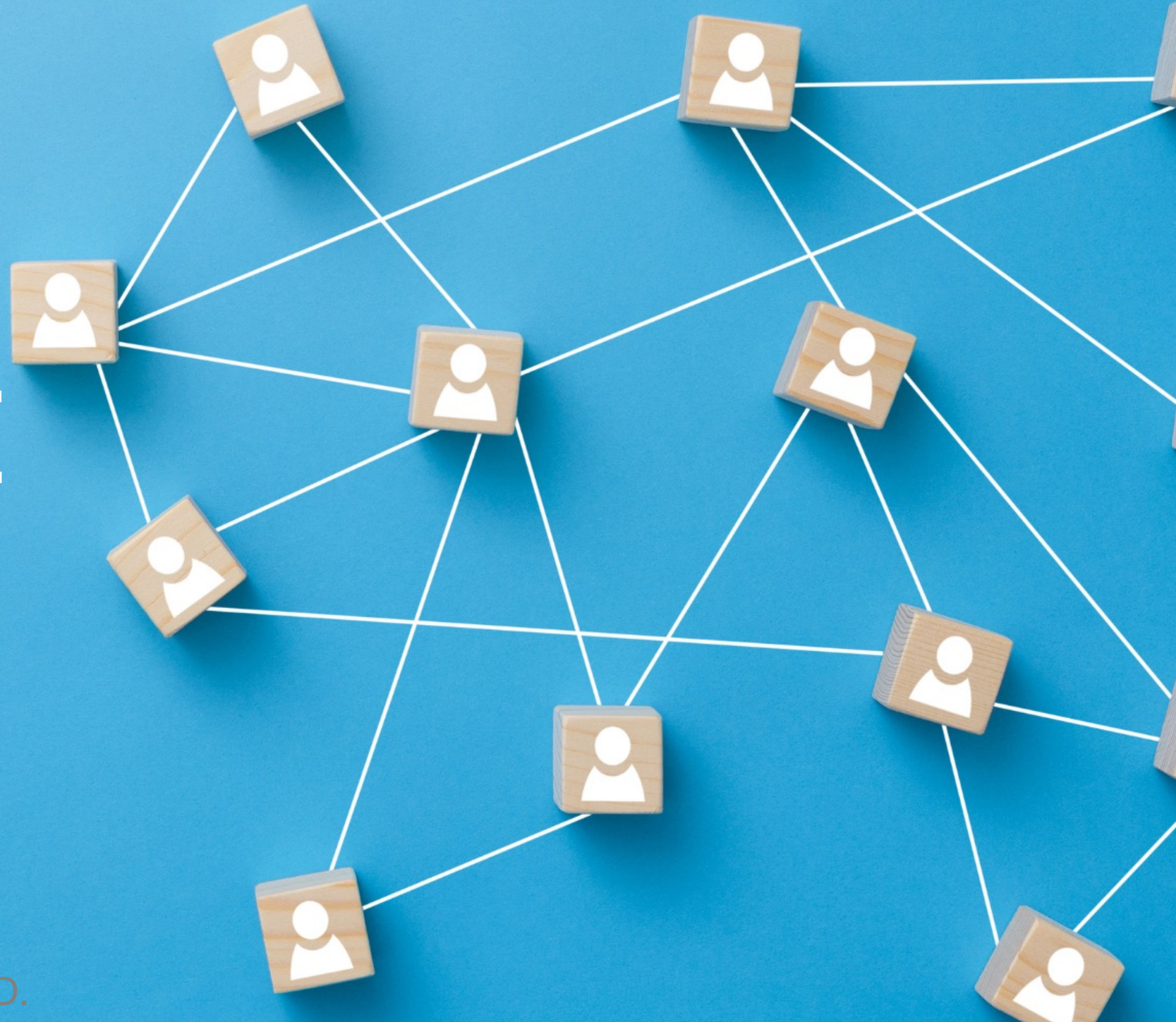
pitney bowes

COLLABORATE FOR SUCCESS



Presented by Jason Jones, Ph.D.

POOR COLLABORATION

POOR COLLABORATION

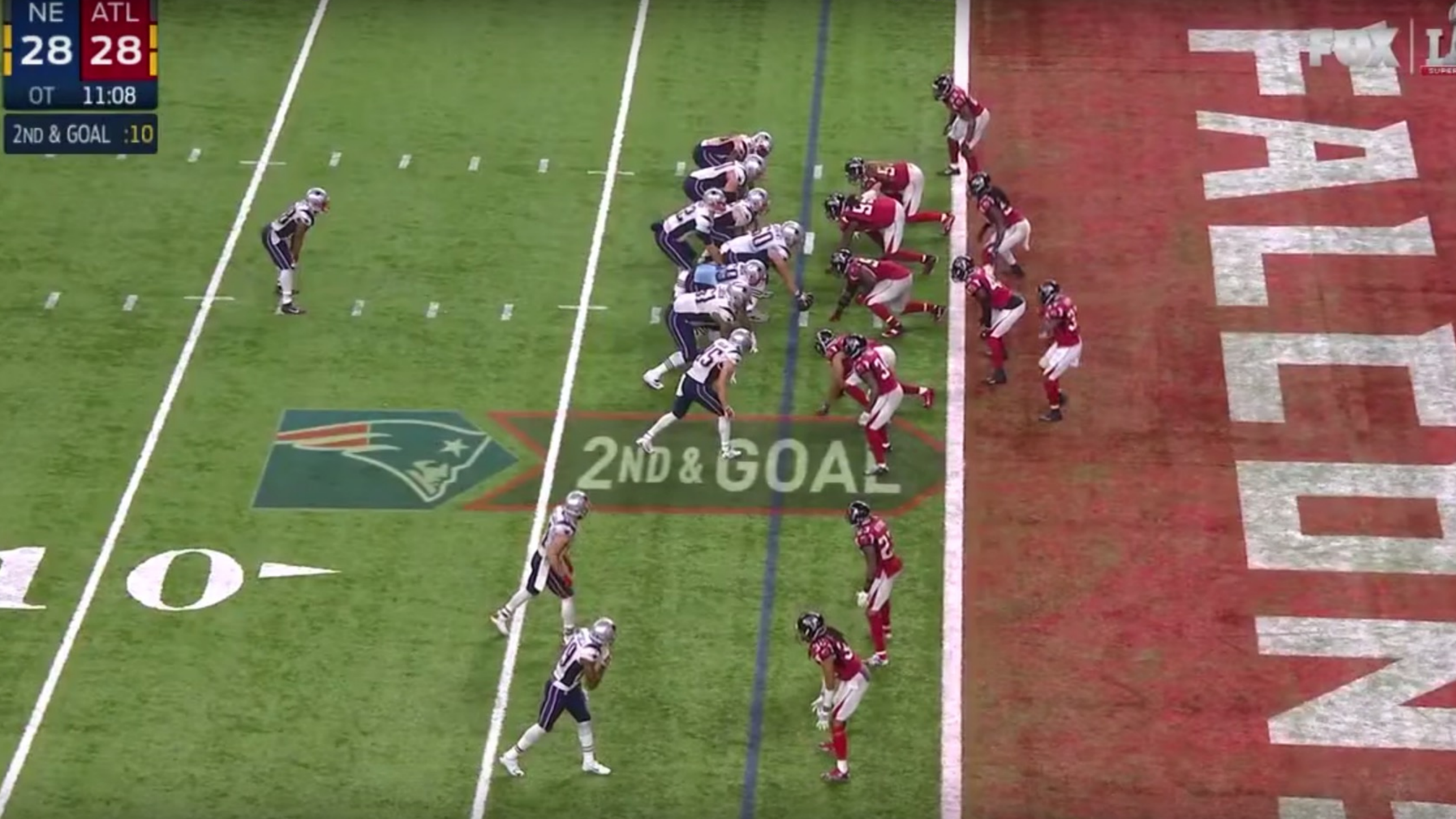
+

Purchases Snapple for $1.7 billion (1994)

Sells Snapple for $300 million (1997)

HIGH-COLLABORATION TEAM

BROTEN
9
WELLS
15
1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That thing that great teams have that
is hard to define and measure...

CHEMISTRY

Talent wins games, but teamwork and intelligence wins championships.

-Michael Jordan

DrJasonJones.com

90% of Investment analyst list “quality of management team” as the single most important factor for predicting business success.

Team function increases efficiency and quality of work

(meta-study: 185 Case Studies + 12 Large-Scale Studies, Applebaum & Batt)

Workgroup cohesion predicts high-performance and goal achievement

(Mullen & Cooper)

Why would anyone want to prioritize team over self?

Google

PREDICTING PERFORMANCE

What one employee characteristic predicts performance at work?

A. Intelligence
B. Type of Degree
C. School attended
D. Age
E. Experience Level
F. Personality
G. Gender
H. Race

Project Aristotle

“The whole is greater than the sum of its parts.”

“If you want to go fast. Go alone.
If you want to go far. Go together.”

-African Proverb

Great Leaders help people understand that our strength is not found in our individual performance, it's found in our **collective efforts**.

THE 3 ELEMENTS OF TEAM COLLABORATION & SUCCESS

CHARACTER

COMMUNICATION

CARE

CHARACTER
Integrity
Determination
Discipline
Adaptability
Positivity
Thoroughness
Punctuality
Personal Accountability

What character quality do you need to develop?

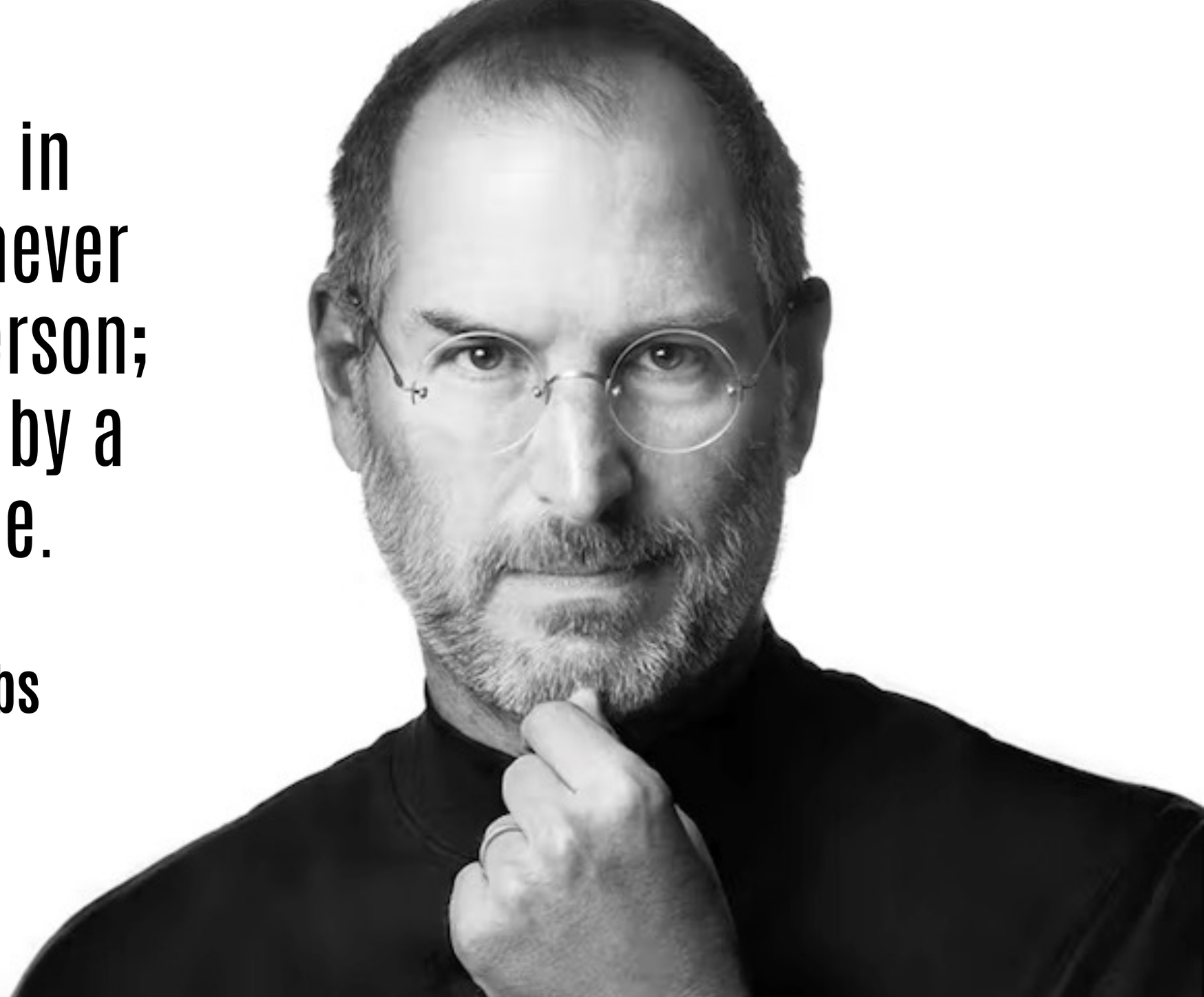
HONESTY
RESPECT
COMMITEMENT
COOPERATION

Coming together is a beginning, staying together is progress, working together is success.

-Henry Ford

Great things in business are never done by one person; they are done by a team of people.

-Steve Jobs



TOTAL PERFORMANCE

Individual + Team

#1 Factor of High-Performing Teams

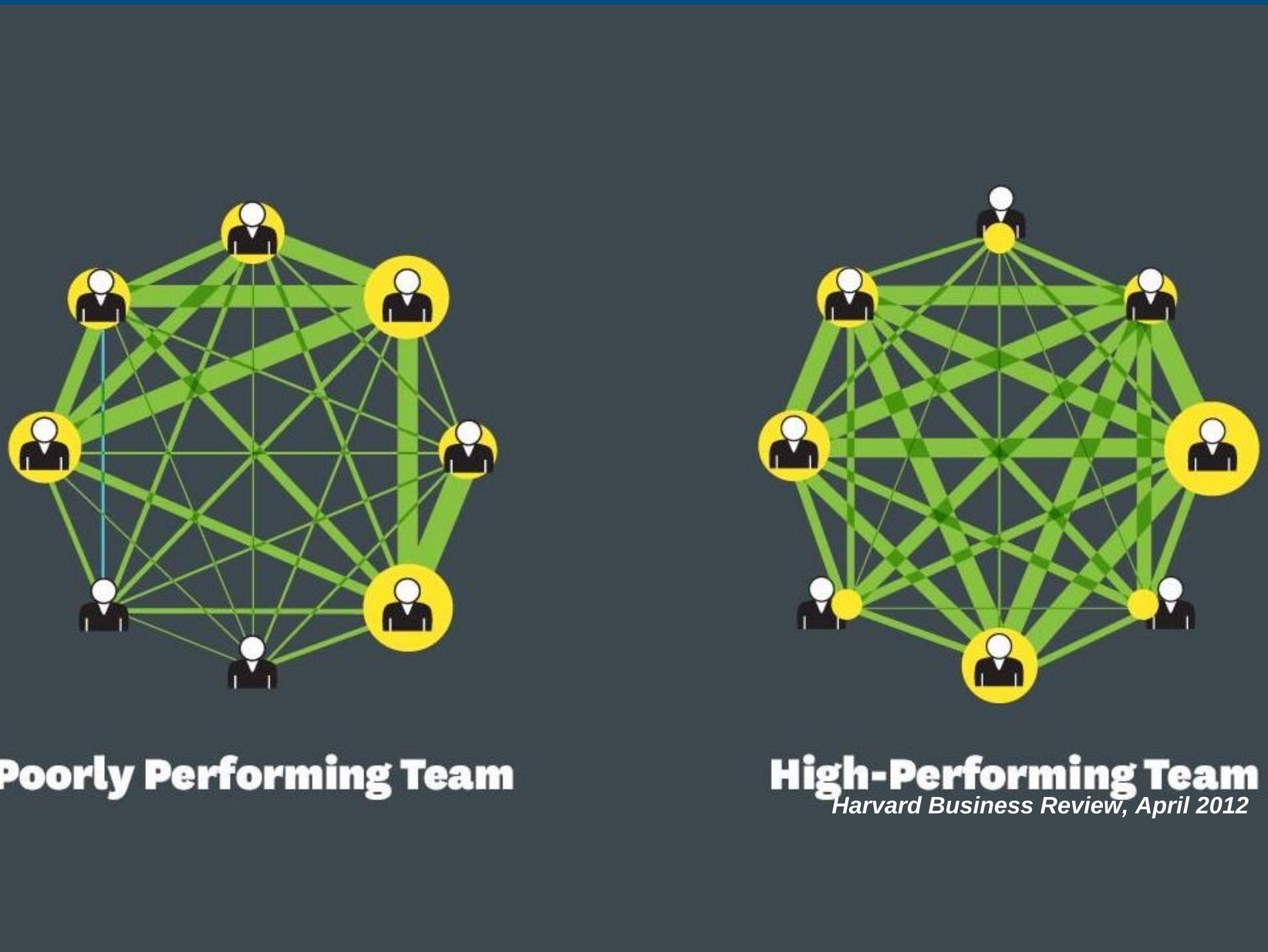
COMMUNICATION

COMMINCATE TO COLLABORATE

INTENTIONAL INCLUSION

ENERGIZED LISTENING

BUILD CONNECTIONS



LEVERAGE OUR STRENGTHS

Mathias Schlitte

Mathias “HellBoy” Schlitte

What strength do you contribute to this team?

MEANS OF COMMUNICATION

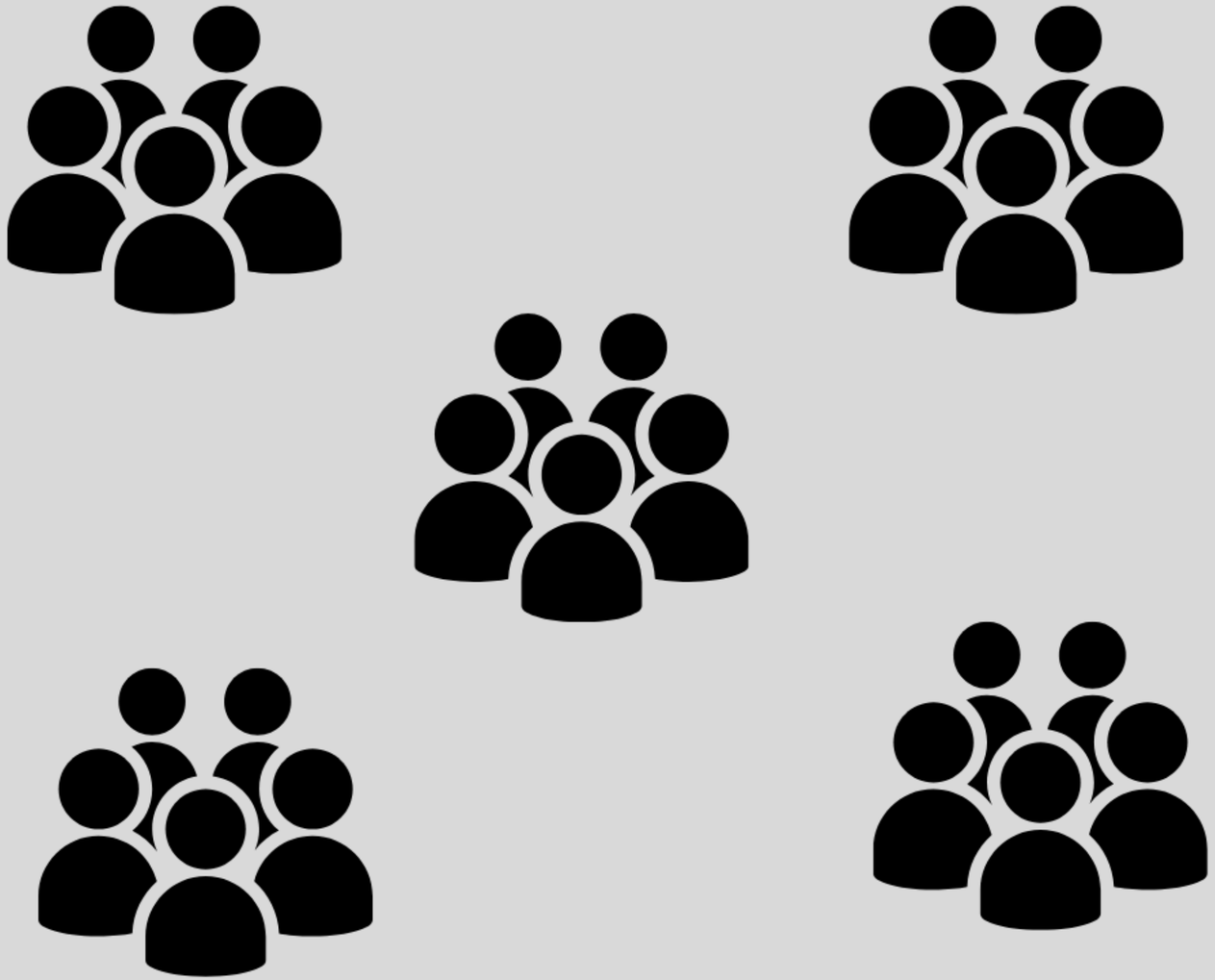
Values & Character

Teaming Behaviors

Performance Accountability

Attitude & Energy

BREAKOUT GROUPS DISCUSSION



QUESTION:

How can we collaborate and/or lead collaboration at a higher level?

CARE

PLAY A BIGGER GAME

FOR A BIGGER WIN

THANK YOU!

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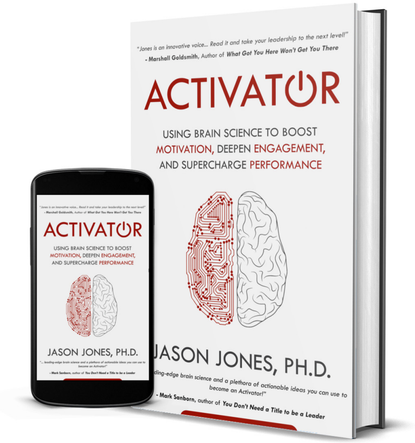

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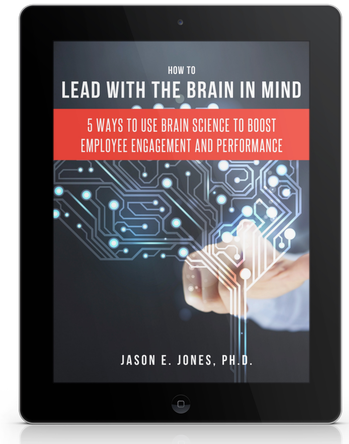

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