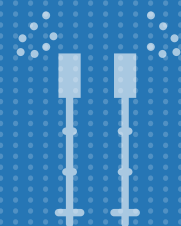
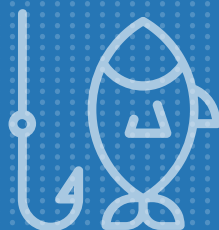


# Self Development Guide Leading Self

## Module 4 *Collaborate*



# Collaborate

The relationship your organisation has with the community is the lifeblood of it's success. Often for your community **you** are the organisation – you represent everyone that works there. We build positive relationships one conversation (or action) at a time so your ability to build strong positive relationships with individuals in the community, and also within your organisation, directly affects your organisation's success. By developing trust, listening to others, sharing knowledge and providing help both you and the organisation win and it makes your job more enjoyable too!



## Ideas and inspiration to get you thinking

Watch this video clip by Celeste Headlee: **10 Ways to Have a Better Conversation**

🕒 10 minutes  
 ➔ [https://www.ted.com/talks/celeste\\_headlee\\_10\\_ways\\_to\\_have\\_a\\_better\\_conversation](https://www.ted.com/talks/celeste_headlee_10_ways_to_have_a_better_conversation)

Watch this video clip by Ralph Kison: **How to Build Trust in Relationships**

🕒 6 minutes  
 ➔ [https://www.youtube.com/watch?v=AiVHEFoY\\_GE](https://www.youtube.com/watch?v=AiVHEFoY_GE)

Watch the video clip by Conor Neil: **What Aristotle and Joshua Bell can Teach us about Persuasion**

🕒 5 minutes  
 ➔ <https://www.youtube.com/watch?v=O2dEuMFR8kw>



## Reflection questions

The building blocks to building relationships

Complete the following reflections:

**1. How could building more trust and active listening improve your relationships at work?**

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**2. How does your current levels of trust and active listening impact your effectiveness?**

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**3. What feedback have you had on your ability to listen effectively and/or build effective relationships?**

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**4. What have you noticed yourself about your listening? When are you good at listening and when do you find it challenging?**

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## Complete the following

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Finally, explore your mindset around collaboration and influencing in your role.

	Describe your mindset	The impact of this mindset on you and your success and on others	Possible alternative mindset	Alternative impact
The need to influence and collaborate in your role				
The need to build your credibility and reputation in the organisation				
The need to build relationships with key stakeholders				
The relationship you have with your stakeholders				



