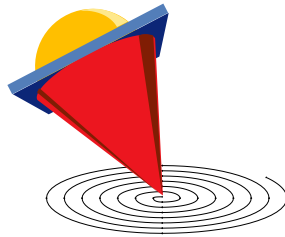


# Process of Effective Collaboration

- ❖ Build Trust – Listening, Sharing
- ❖ Build Understanding – Inquiry
- ❖ Create Plans – Advocacy/Persuasion
- ❖ Act – Follow-through



## INQUIRY

- Dialogue
- Seeking understanding
- Exploring possibilities
- Building common ground
- Suspending one's views

## DIVERGENT

## ADVOCACY

- Making decisions
- Evaluating options
- Convincing
- Defending one's views

## CONVERGENT