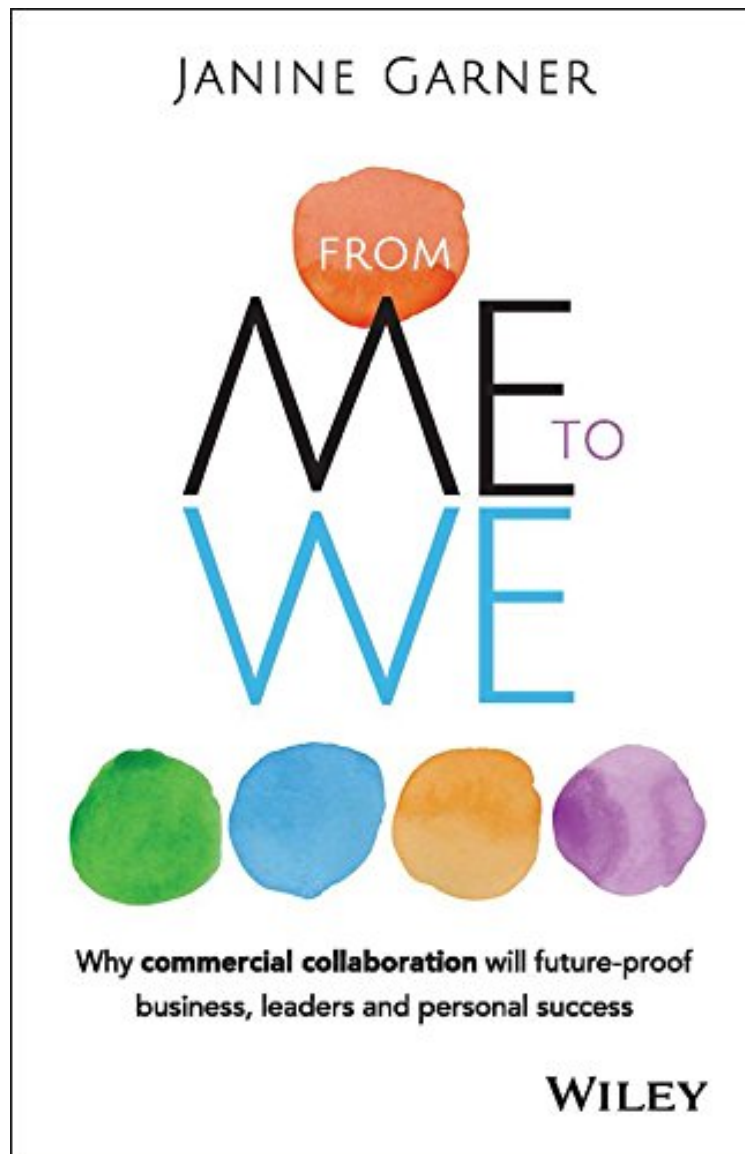


(Mobile pdf) From Me to We: Why Commercial Collaboration Will Future-proof Business, Leaders and Personal Success

From Me to We: Why Commercial Collaboration Will Future-proof Business, Leaders and Personal Success

Janine Garner

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Janine Garner : From Me to We: Why Commercial Collaboration Will Future-proof Business, Leaders and Personal Success before purchasing it in order to gage whether or not it would be worth my time, and all praised From Me to We: Why Commercial Collaboration Will Future-proof Business, Leaders and Personal Success:

0 of 0 people found the following review helpful. Awesome book with great insightsBy Mick MooneyI really enjoyed

reading this book. Very well organised and was easy to move from chapter to chapter with a clear flow of ideas building upon each other. I found it jam packed with valuable and practical information, and also peppered with some powerful motivational insights too. For example, there is a chapter focused on the difference between mentoring and sponsorship that helped me reframe what mentoring is and what other opportunities are available when looking at higher commitment (and outcome) if the concept of sponsorship. I also loved the summary at the end of each chapter. Great read. 0 of 1 people found the following review helpful. A must read to increase your world along with everyone that's around you. By Beren Harris What an outstanding book on collaboration and creative construction. Doing it alone is no longer viable and now more than ever it appears that we need to look outside our own reflection for the relationships to help us advance. What a practical book by Janine that can be applied to every level of business with so many great points that will overflow into your personal life to enrich your whole world. Thanks Janine! 0 of 1 people found the following review helpful. The future is full of uncertainty and we can't rely ... By Customer The future is full of uncertainty and we can't rely on our old ways of doing things. We certainly can't rely on closed networks and a command and control type approach. Rather than thinking about 'ourselves', we need to recognise the benefits in thinking about 'us', because the future is one in which open collaboration is likely to succeed closed 'ourselves' only approaches. Janine's book explains this concept very well.

Steel yourself, your career, and your business against future threats with effective collaboration From Me to We shows business decision makers how the ability to effectively collaborate for mutual commercial benefit is the solution to future-proofing a business. Smashing the myth of the "Me Economy," this insightful guide explains the model of Commercial Collaboration and the mindset and think-space it requires. Expanding upon Sheryl Sandberg's "Lean In" premise, this book emphasizes the need for continuous professional evolution and effort, and describes why women hold an important role in effecting change. Ideas are illustrated with examples, and backed by sector-specific research and interviews with business leaders who have seen real-world results of effective business collaboration. The Seven ReConnect Principles outline methods of realizing change, providing readers a way forward that will future-proof themselves, their careers, and their businesses. Collaboration isn't just a soft skill that's nice to have — it's a vital business practice that affects the bottom line. As the way we do business continues to evolve, collaboration is becoming ever more crucial to steeling an organization against the threats of tomorrow. From Me to We is a practical handbook for more robust business strategy. Learn the key principles at the heart of Commercial Collaboration Discover the value of trusting others in business relationships Become authentically invested in the "We" space Gain the tools to open up to a smarter, savvier way of business thinking Business leaders and entrepreneurs have the complex responsibility of constant strategic thinking. If those finely tuned minds can be brought together for mutual benefit, the possibilities expand and the rewards can be dramatically amplified. From Me to We helps leaders drive better business, armored against future threats.

The Australian Defence Force are ... not only required to do, think and act in a collaborative manner, but are well aware of the benefits of collaboration and of moving from a Me space to a We space. Collaborative thinking is ... inherently rooted at an organisational level. --Lieutenant-General David Morrison, AO, Chief of Army If you have been programmed or conditioned by society to believe that success means achieving on your own, you need to realise that no one achieves wealth, happiness, success, long-lasting love or anything else without the guidance and support of others. Innovation starts with collaboration. I can confidently say that I would not be where I am today without consciously working with people who share in my vision and desired outcomes. You are as successful as the people you are surrounded by and Janine has dedicated her whole working life collaborating with and bringing together like-minded people to ensure continued and sustainable success. --Layne Beachley, seven-time world champion surfer, speaker and author Janine gets the challenge, the challenge of getting smart people working together. In From Me to We she offers a plan for creating competitive advantage by collaboration. --Matt Church, author and founder of Thought Leaders Global Collaboration is far from a soft skill. It is a bottom-line asset that lifts your team's collective intelligence, increases engagement and drives innovation, providing points of view of risk and opportunities you might otherwise miss. --Dan Gregory, author and CEO at The Impossible Institute Great leaders know that we can do more together than we ever can alone. In today's accelerated and competitive world, building strong relationships that are not only mutually rewarding, but commercially smart, is the new imperative. Garner's book will help you do just that. --Margie Warrell, best-selling author of Stop Playing Safe and Find Your Courage What I know is this. When people come together, and they find that place where their ideas and their passions and their values meet—that's where the magic happens. We need to be encouraging more individuals and companies to truly collaborate and land in that place where everybody wins. --Emma Isaacs, CEO, Business Chicks Commercial collaboration is not a 'nice to do' but the key imperative of our times, and holds the only means to solving complex global problems as well as daily business challenges. Commercial collaboration is the smartest way for us to future-proof our world together. -- Yamini Naidu, global thought leader in business storytelling In a decentralised, digital and collaborative economy and environment, we will see an increase in commercial collaboration as people try to maintain lean operations while

providing more business solutions. Collaboration also has the benefit of scaling up talent and value propositions. -- Renata Cooper, CEO, Forming Circles You know you are really collaborating when the question evolves from 'I have this to offer so how big is my slice' to 'We have all the ingredients, so how big do we want this pie to be?' It takes not only self belief, but also courage and unconditional trust in the talent around you to truly experience fearless and generous collaboration. --Paul Walton, producer and head of production, Princess Pictures Collaboration is about opening up to new possibilities in life by listening, learning and growing; by sharing with inspiring people who lift you higher, and help change your perspectives through sharing knowledge without compromising core beliefs. --Louise Agnew, principal, LYFE Planning Pty Ltd Collaboration is the result of understanding that while knowledge is power, sharing knowledge is empowering. --Fiona Craig, CEO and founder, Fiona Craig Consulting The fusion of talents, skills, knowledge and experience expand the opportunity set of all parties involved in the venture. Whether they are individuals, companies, governments, charities, schools or clubs, the partners to a well-structured and precisely purposed commercial collaboration are likely to derive a range of financial and learning benefits as the miracle of mutuality works its magic. --Stuart Findlay, executive coach We really IS better than me. To be reminded that whatever the circumstances you find yourself in, this outward, others-focused frame will provide clarity and direction for you to create a future you want to be part of with people you love to work with. --Rohan Dredge, CEO, New Level Leaders Collaboration means sharing the gift of yourself to inspire and lift others to a better place. --Zahrina Robertson, photographer For true collaboration you must be open to giving as much as receiving; that is when the real magic happens. Realising the power of true collaboration has put my business on another level. --Alicia Beachley, CEO, April 5 Collaboration with people you like, doing the work you like, the way you like is both fulfilling and power leverage to commercial success. --Christina Guidotti, speaker and author of How To Have It All To me, three main things make up collaboration: openness to share (ideas, experience, points of view), leveraging strengths and a commitment to create value from all parties. Collaboration sparks creativity and possibility beyond belief and when done well, produces outcomes and greatness that alone you'd never think was possible. --Blythe Rowe, founder, Human Incite When you are working within a Me environment, ultimately you are working under the belief that you are the only person with any real ideas of worth. True success comes in the understanding that team ideas drive a business to its peak--when 'We' achieve the dream. --Kate Stone, CEO, typecast Collaboration is when you've genuinely got someone's back and they've got yours. --Michelle Sutherland, employee engagement manager, Hewlett Packard From the Back Cover You're a great leader. You're in control of your own career or business. You're accustomed to working alone, internalising thoughts, ideas, creativity. But the business landscape is changing at an incredibly fast pace. The future outlook is one of uncertainty and constant challenges, and that 'Me' space you've lived in for so long isn't enough anymore. To succeed on a long-term basis, you will need to engage and understand the value of your team--those who ideate, who create, who support. You will need to embrace the worth of commercial collaboration, and enter the 'We' space. Janine Garner's From Me To We is a savvy guide to the secrets of being authentically yourself. It's filled with tools, ideas and suggestions for a smarter way of thinking that will position you for future commercial success. In this book you will learn how to: step out of the danger zone that is the status quo align opportunities for yourself and your business contribute more than you think you can build a diverse network that pushes boundaries and stretches thinking use your voice and share insight and learnings. Apply the principles outlined in From Me To We and you will generate a highly engaged and motivated community that will future-proof your business and create success. About the Author JANINE GARNER is the Founder and CEO of LBDGroup (Little Black Dress Group), a community of results-oriented businesswomen and entrepreneurs working collaboratively to drive change and success.