

# SMART COLLABORATION ACCELERATOR

*Clients demand cross-discipline knowledge to solve their most pressing strategic issues. Collaboration is key. The Smart Collaboration Accelerator® is empowerment.*



## What is the Accelerator?

The Accelerator is a research-based psychometric tool developed to help you, and the team, understand your strengths and leverage the power of the group for Smart Collaboration.

### 1. BEHAVIORAL PROFILE:

A short 10min on-line questionnaire.

### 2. PERSONALIZED INSIGHTS:

An actionable, tailored report that identifies ways to leverage your attributes for Smart Collaboration.

### 3. TEAM LEADER INSIGHTS:

A customized report to help understand the team dynamics and provides insights on how to coach, motivate and deploy the power of the team's strengths.

### 4. PROMPTS:

Follow-up personalized tips to help you deploy your strengths and avoid blind spots.

## What Does The Research Tell Us?

In her research published in the best-selling book *Smart Collaboration*, Dr Heidi K. Gardner shows across industries and geographies that firms earn higher margins, inspire greater client loyalty, attract and retain the best talent, and gain a competitive edge when specialists collaborate across boundaries and disciplines. It also fosters a professionally successful environment rich with diversity, equity and inclusion.

Our research identified seven behavioral dimensions that accelerate Smart Collaboration.

Understanding your profile with respect to each dimension allows you to become more thoughtful about when those behavioral tendencies promote effective collaboration and when they become obstacles.

- WARY / TRUSTING
- CLOSE / DISTANT
- COMPLEX / CONCRETE
- RISK SPOTTER / RISK SEEKER
- HANDS ON / HANDS OFF
- RESPONDER / INITIATOR
- INDIVIDUAL / GROUP

Ultimately appreciating your behavioral tendencies establishes the solid foundation for Smart Collaboration.

# What Are The Benefits of Smart Collaboration?

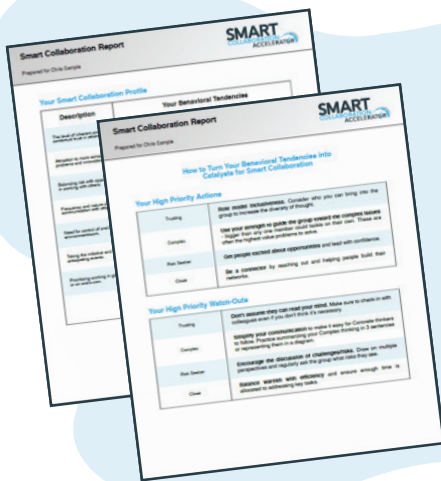
The Accelerator helps you, and your team, collaborate successfully to advance goals and grow revenue.

## FOR THE INDIVIDUAL

1. **Recognize your strengths** – discover your collaborative tendencies and how to use them
2. **Achieve more** – deploy your strengths to increase your collaborative effectiveness
3. **Engage your clients** – identify needs and develop novel solutions through collaboration
4. **Lead Collaboratively** – bring out the best in the people around you

## FOR TEAMS

1. **Differentiate** – bring together deep functional and industry expertise to drive unique insights
2. **Innovate faster** – identify novel solutions by accessing and combining cross-domain ideas
3. **Engage your leaders** – drive strategy and execution by enhancing collaboration across silos
4. **Retain talent** – engage staff, which makes them more productive and likely to stay
5. **Grow revenue** – address the complex needs and deliver the higher value solutions
6. **De-risk the business** – institutionalize clients through deeper and broader relationships



I was struck by the elegance of the instrument...  
The simplicity and specificity of the insights.

## Diversity, Equity & Inclusion

How do you shift DEI from an “initiative” to the core work?

Merely having different kinds of people represented on a team doesn’t bring results. Engaging them in the company’s most significant work is how they bring real value. That’s what we call “Smart Collaboration.”

Smart Collaboration and DEI are mutually reinforcing.

Truly “smart” collaboration means that every member fully contributes so that their diverse experiences and knowledge allows the group to tackle more complex issues than anyone could on their own.



And this is why Smart Collaboration is the key: it means that leaders do not need to make a choice between operating in a way that drives profits and client satisfaction versus “doing the diversity thing.”

The Accelerator is a powerful tool that helps you align diversity practices with organizational goals, guides the transition from strategic design to implementation, and provides a framework for overcoming bias.

## Accredited Coaches

Tailored support through professional coaching helps embed psychometric insights and translate them into action. We have accredited expert coaches to deliver the Smart Collaboration Accelerator and work with teams and individuals to drive more effective collaboration.

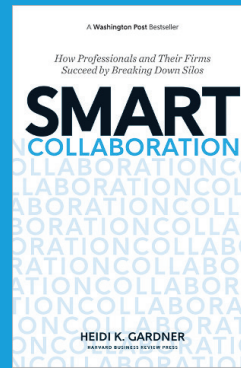


## About Dr Heidi K Gardner

Heidi K. Gardner, PhD, is a Distinguished Fellow at Harvard Law School, Faculty Chair in Harvard's executive education courses, and co-founder of Gardner & Co. an advisory firm. Previously she was a professor at Harvard Business School and was named a Next Generation Business Guru by Thinkers50. Dr. Gardner has lived and worked on four continents, as a Fulbright Fellow, and for McKinsey & Co. and Procter & Gamble.



The Smart Collaboration Accelerator helped me see my leadership blind spots and the workshop helped the team drive stronger results.



**Smart Collaboration, a Washington Post Best Seller, is available now.**

The dynamic follow up book, *Smarter Collaboration*, will be released in fall 2022

# Reach out today!

**SmartCollaborationAccelerator.com**

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The Smart Collaboration Accelerator was developed in collaboration with

