



Achieve
BreakthroughTM
Ambition. Unleashed.

The mindset of Breakthrough Collaboration

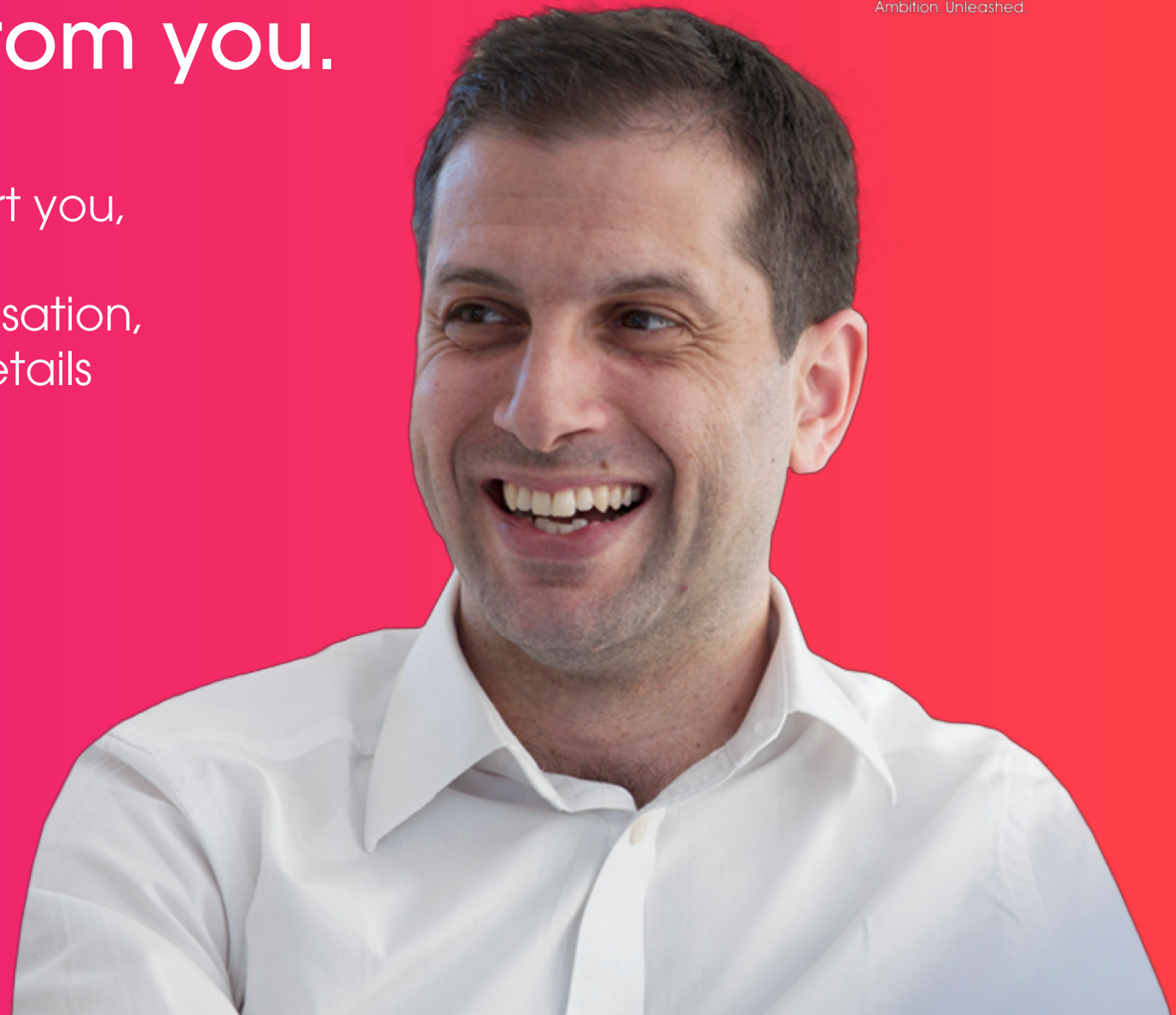
Ric Bulzis

Thanks for listening. I'd love to hear more from you.

If you'd like to discuss how we can support you, your team and your partners to achieve breakthrough performance in your organisation, please feel free to drop me a note. My details are:

E: ric.bulzis@achievebreakthrough.com

T: +44 (0)7711 653916



Some organisation's we've worked with





Next 30 mins...

1

Why do we need a breakthrough in collaboration?

2

What is Breakthrough Collaboration?

3

What mindset is required to create Breakthrough Collaborations (4 practices)?





Why collaborate in 2019?

Real-time world



Achieve
Breakthrough™
Ambition. Unleashed.





▶ Market disruption...

...can come from
anyone, anywhere



...can change the
game completely



A \$31 billion trip! - the world's biggest hotel company

UBER

The car controversy with a valuation bigger than Tesla, GM or Ford

KICKSTARTER

Small businesses no longer need to borrow from banks, they can crowd fund in record time

wework®

Reworking the office; top talent don't need to work for big companies to have a big presence

Something
is different

Scale

Speed

Breakthrough collaboration



Achieve
Breakthrough™
Ambition. Unleashed.

► What happens when people are completely empowered and trusted?

1

Freedom and permission to contribute

2

Straight talking

3

Speed of action and results

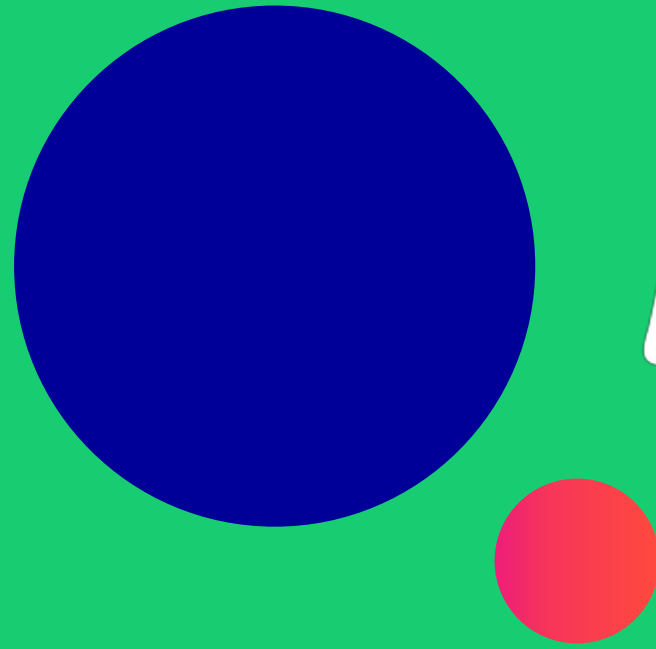
4

Engagement and creativity

► What's possible together is bigger than the sum of our parts....

$$1 + 1 = ?$$

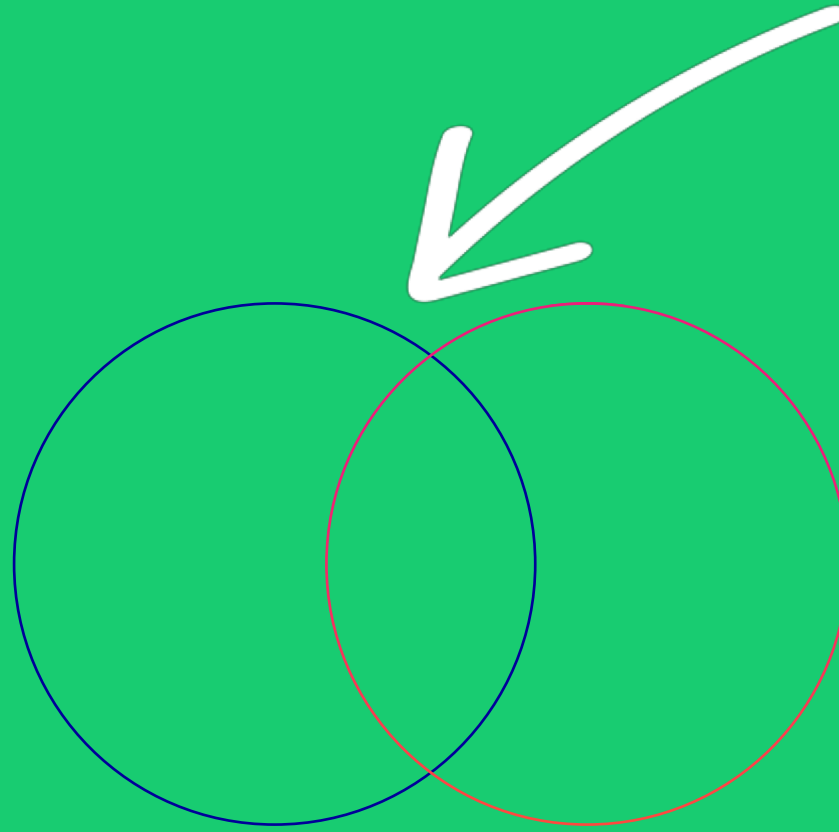
Co-operation



Balance of
power:

Subordinate
relationship

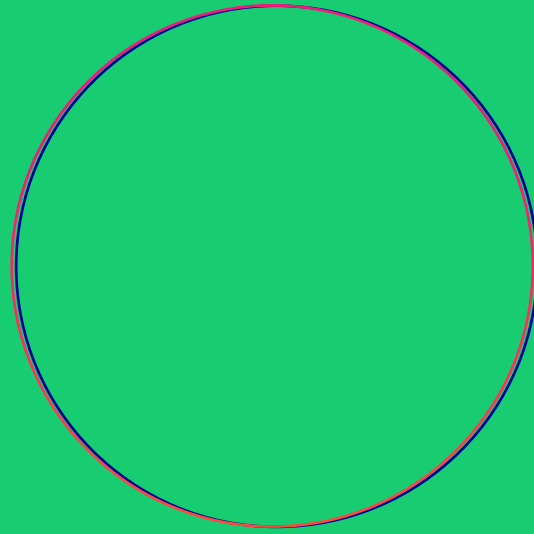
Co-ordination



Balance of
power:

Take it in turns
to have power

Collaboration



No balance of
power, we're
working as one

Breakthrough mindset



Achieve
Breakthrough™
Ambition. Unleashed.



1

2

3

4

Get
present

Push
boundaries

Grant
trust

Be
100%
responsible

1

Get present

We're competing
against something....



What's your little voice saying?

Is it helping you or hindering you?

It's always
there

It's active
not passive



It can kill or
create possibility

The little voice is
our 'window' to
someone's reality

▶ Getting present to...

...the market / what your
organisation needs
(horizon scanning)

...your
collaborators
(stand in
their shoes)



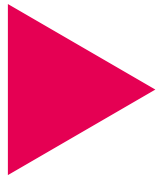
2

Push
boundaries

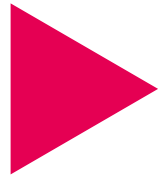
► What is a Breakthrough?

A Breakthrough is an extraordinary result that is not predictable based on past experience

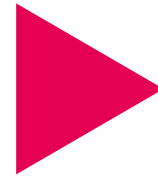
Business
as usual



Stretch
target



Breakthrough



Pipedream



Dare to change
the rules

A full-body image of an astronaut in a white spacesuit floating in space. The astronaut's helmet is dark and reflective, with the text 'Create the future together' centered on it. The suit features a US flag patch on the left sleeve and a circular gauge on the chest. Numerous dark, irregularly shaped rocks of various sizes are scattered throughout the light blue background, creating a sense of a hazardous space environment.

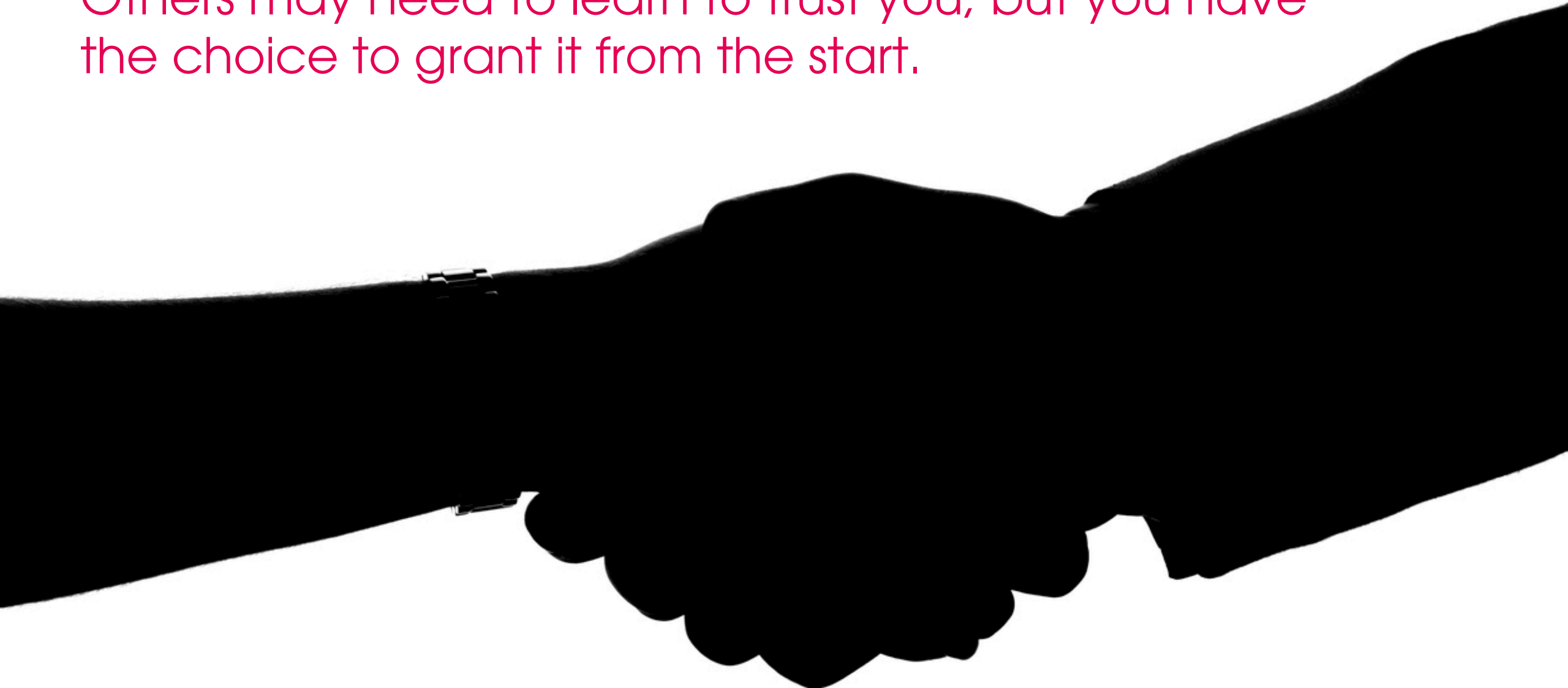
Create
the future
together

3

Grant trust



Have you considered, that you could grant trust immediately, rather than waiting to earn it?
Others may need to learn to trust you, but you have the choice to grant it from the start.



Why would you do this?

1. Align quickly
2. See the gaps quickly,
3. Take action on what's missing (quickly).

Failure to grant trust early, slows this whole process down whilst you 'get to know each other'.

Giving people back their sense of choice and their ability to make change happen, empower them to create, contribute and meet you as an equal to create powerful collaborations.

4

Be 100%

responsible

► Introducing a new relationship to responsibility

50:50

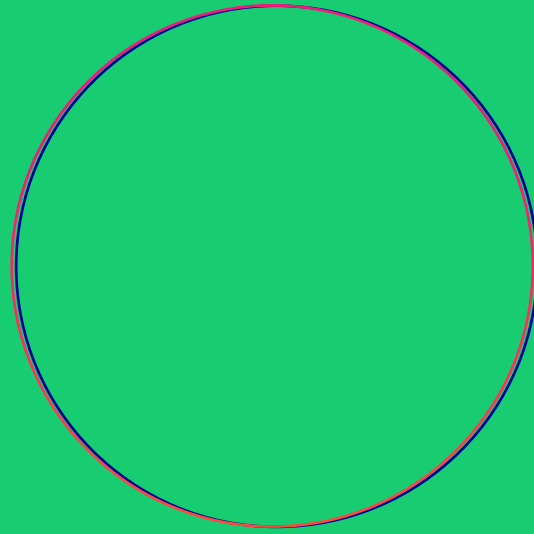
100:100

100:0



Eliminating the
blame game!

Collaboration



Working as one

100:0 responsible



1

2

3

4

Get
present

Push
boundaries

Grant
trust

Be
100%
responsible



Achieve
Breakthrough™
Ambition. Unleashed.

Thank you

