

Stakeholder Alignment and Collaboration in Action: *How to get from “I think this” to “we all agree to do that”*

This series brings insights to challenge, inspire and support leaders to make superior decisions on any strategic topic.

Article 1

Introducing the Science of Co-Ordinated Action

Every organisational achievement is the result of collaboration. Whether it be annual growth, a new strategic direction, an acquisition, a policy or a divestment, the accomplishment will be the product of discussion, teamwork and delegation.

Collaboration is flawed

Yet despite these successes, the way all organisations collaborate is flawed. In fact, only **8% of business leaders** believe that its collaborations deliver their goals on time, on budget and with the right level of benefit.

This means that 92% of collaborations waste time and resource and cost too much. Additionally, there are consequences for the people involved: stress, fatigue and potentially career plateaus.

The opportunity

Here at X-PM we take this statistic as evidence of a huge opportunity. If the successful businesses of the world are only hitting their collaborative goals 8% of the time, getting this right will drive massive commercial advantage.

In this series of articles we will explore the **Science of Co-ordinated Action** – a methodology that is already embedded within our team and adopted by our extensive network of highly skilled leadership professionals.

The essence of collaboration

Successful collaboration is rooted in three fundamental principles:

- Knowing what needs to be discussed and why
- Establishing the right order in which to discuss each element
- Creating an effective discussion approach

Until now, there has been little formal teaching in this area. Managers tend to self-learn this process – but as we have seen, it’s not working.

In our next article we’ll look at what goes wrong.

X-PM Asia with the UK’s Rialto Consultancy partner in bringing a proven and validated methodology to anchor organisation’s strategic change and transformation initiatives around stakeholder alignment in a way that is fast, time efficient and data driven.

This article is part of a series inspired by white paper by SchellingPoint, The Science of Co-ordinated Action.