

The Leadership Connection: Power of Alliances

Team #4:



Trish Clark



Leigh Haver



Ama Koram



Kim Trinh

Team #6:



Yining Huang



Karen Sills



Beth Trotter



Kim Vanderland

The First Piece



Piece by Piece

Mentors



Friends



The Missing Piece



Piecing It All Together



- Define your goals and specific needs
- Start simply
- Be an active listener
- Make it a priority
- Create a structured accountability process
- Continue to follow-up and say thank you
- Build trust by keeping discussions private
- Ensure mutual beneficial relationship



- Use it as a complaining session
- Feel bad if cannot resolve a problem/situation
- Be discouraged if some alliances do not work out
- Avoid new opportunities
- Procrastinate in setting up time

Extra Pieces

- **Networking: The Art of Building Alliances**
<https://www.adrtimes.com/library/2011/9/22/networking-the-art-of-building-alliances.html>
- **Finding Your Allies: Building a Strong Personal Support Base**
https://www.mindtools.com/pages/article/newCDV_63.htm
- **Internal Alliances: why they're crucial for effective leadership**
<https://www.theguardian.com/public-leaders-network/2013/may/03/alliances-effective-public-leadership>
- **Collaborative Advantage: The Art of Alliances**
<https://hbr.org/1994/07/collaborative-advantage-the-art-of-alliances>