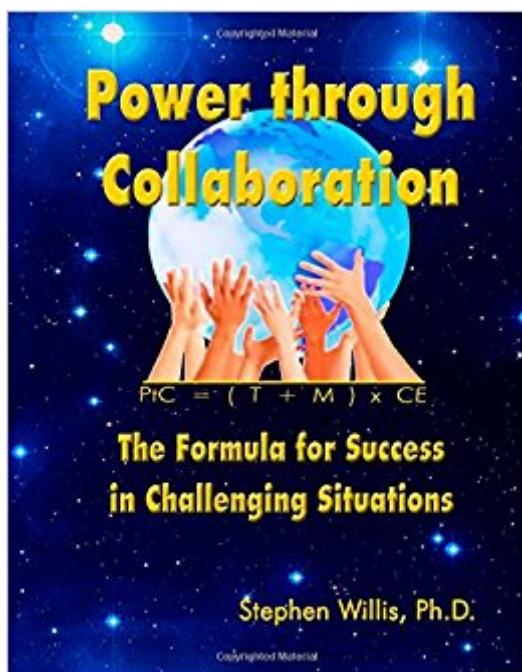


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# Power Through Collaboration: The Formula For Success In Challenging Situations



## **Synopsis**

FOR MORE INFORMATION SEE: WILLISLLC.COM This book is part of the Power through CollaborationÂ series, and based on the advanced and comprehensive book "Power through Collaboration: When to Collaborate, Negotiate, or Dominate!" The purpose of this book "Power through Collaboration: The Formula for Success in Challenging Situations" is to get to the heart of what collaboration is really all about. It drills into the question of what is the true essence of collaboration. It presents the key that really determines collaboration success in our everyday lives, and in working on our big picture crucial issues. Another purpose of this book is to enable you to gain Power through Collaboration with the PtC Formula for collaboration success in challenging situations. WithÃ this book, you can: ~Ã Learn the 12 common misconceptions that lead to collaboration disappointment and failure! ~Ã Discover the real essence of collaboration -- the essential key to collaboration success! And see if your collaboration has it with the enclosed quick and easy PtC Collaboration Scan survey. ~Ã Use the PtC Formula to create Power through Collaboration -- the most powerful force for achieving your goals in challenging situations! FOR MORE INFORMATION SEE: WILLISLLC.COM

## **Book Information**

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## **Customer Reviews**

1)Ã Ã Ã "Stephen Willis's trail-blazing book guides us along a path to the type of collaboration that can pull us back from the precipice - something that is needed as never before!"John PerkinsNew York Times bestselling author of Confessions of an Economic Hitman, Hoodwinked, and Shapeshifting.2)Ã Ã Ã "Dr. Willis is absolutely correct that people cannot possibly

collaborate if they don't even know what collaboration means.Â  Before explaining what collaboration is, Dr. Willis describes 12 things that people frequently confuse as collaboration. .... I must tell you that just learning what collaboration is not was extremely eye opening." "This book is extremely thought provoking. .... I cannot thank Stephen Willis, Ph.D. enough for writing this book." Huffington PostMark Baer Esq.3)Â  Â  Â  "Stephen Willis's book is jam-packed with useful information and tools to succeed at making collaboration work. It is a real workhorse of a book - not the usual fluff and puff - and serves incredibly well with complex, tough situations." David AndersonExecutive DirectorSan Francisco Zoo4)Â  Â  Â  "Power through Collaboration is a very powerful window to the benefits of Collaboration and its success - well spelled out. Win-Win formula!" Ajaya Gupta Editor Journal of Institute of Management Technology5)Â  Â  Â  Â  "Dr. Willis captures the essence of the collaborative process: people.Â  Â  ... clearly defines collaborationÂ  Â  ...Â  masterfully details the conflict between self-interest and caring for others with illustrations from current history."Â  Â  Â  "The concept of "Power through Collaboration" is illustrated with real life examples. ...Â  Â  This is a book that every practice group could read together to build skill and understanding of how to implement the collaborative process." Gloria Vanderhorst Ph.D. EditorThe World of Collaborative Practice Magazine

Dr. Stephen Willis developed the innovative Power through Collaboration Model for managing collaboration in difficult situations. He also authored "Power through Collaboration: When to Collaborate, Negotiate, or Dominate!" Dr. Willis has worked as an instructor for Harvard University, CEO of AIB Consulting Inc., a psychologist with the Veterans Administration, and a consultant, executive coach, and facilitator to CEOs and management of Fortune 500 companies, start ups, and nonprofits. His work building collaboration and resolving conflict has been funded by the Packard Foundation, San Francisco Foundation, Marin Community Foundation, and Pante Rhea Foundation. FOR MORE INFORMATION SEE: WILLISLLC.COM

The times we live in are calling for a new way of working, living, and leading. We need to heed EinsteinÂ¢Â¢Â¢s words Â¢Â¢Â¢"We cannot solve our problems with the same thinking we had when we created them.Â¢Â¢Â¢ How can we do things differently? One way is to commit to the cultivation of genuine collaboration as Stephen Willis, Ph. D. outlines in his book Power through Collaboration: The Formula for Success in Challenging Situations. I highly recommend this book to anyone wanting to improve his or her outcome and experience sustainable success. It is easy to be fooled by people who propose collaboration but are really wolves in

sheep's skin. Their real behavior is that of a competitor, an enslaver and even a predator. Stephen opens our eyes to these deceiving behaviors and gives us tools, essentials, and formulas that help us to discern what is genuine collaboration and what is lip service and coming from fear based habits. A must read for anyone serious about leading consciously and living consciously in order to thrive in the 21st century paradigm.

"Power through Collaboration" has proven to be an extremely important resource in helping Collaborative divorce professionals remain "Collaborative." Dr. Willis' book presents a practical system for understanding the underlying dynamics, motivations, personalities and necessary skills that are essential for truly collaborative Team dynamics. Additionally, his strategies for success offer feasible solutions that realistically address situations when true collaboration is not possible and suggests alternative solutions that can be utilized. An excellent resource that is both interesting and innovative.

Dr. Stephen Willis' book, "Power through Collaboration," is an excellent book for everyone, especially leaders in both public and private organizations. Dr. Willis' book presents techniques through which people from different viewpoints could engage in exploration of other perspectives, ideas, and dialogue in ways that deepen and broaden their understanding to help resolve issues that have the potential to lead to conflict. I recommend this book for everyone, especially our government leaders who are continuously debating one issue or another. I recommend "Power through Collaboration" very highly.

Stephen Willis brings us his wisdom and, more importantly, opening collaborates in this book and in social media.

"I find that not only does the Power through Collaboration perspective embrace a common sense approach, but that it leaves room for innovation to enter the space and empower action. It can give real purpose to conferencing that actually accomplishes something and raises one's enthusiasm for the cause and keeps the motivation sustained. Not an easy feat these days."Bill Remak, Board Member, California Chronic Care Coalition

MODELS, June 6, 2015By charaleeThis review is from: Power through Collaboration (kindle)I was captivated by the book and the examples of collaboration the author provides. An intellectual endeavor which seeks positive ways for people, companies and organizations to work together in decision making and dispute resolution.The book provides accessible and useful information that can be used for collaboration. I believe there is value in the formula Mr. Willis proposes, however, remain skeptical about employing categories and labels to deal with human issues. Mr. Willis provides gems of wisdom in his discussion of the six collaboration essentials and the motivations for cooperation ( I would extend this to collaboration). A highlight of Power Through Collaboration is that it encourages communication between people when making decisions and dealing with issues. The book is a page turner that can reach a world that requires collaboration.

As a professional whose primary task it is to engage others from disparate business specialties on a daily basis it is imperative that I have a thorough understanding of the most effective collaborative processes available. Dr. Willis' book provides wonderful insights into how to effectively manage in myriad business situations and contexts and has been an invaluable resource in helping me to further my own abilities in engaging others in a powerful and efficient manner. In a world that is connected as never before many have lost the art of human collaboration but Dr. Willis helps us get back on the right track. Highly recommended!

I am impressed with the authors comprehensive knowledge which he generously and unhesitatingly shares in this book. The "Formula for Success" is exactly that - it will lead to much better collaboration in any situation. My forte is business collaboration as I wrote in my book "The 5-STAR Business Network" :Cooperation creates that elusive thing called synergy that makes it possible for 2 and 2 to become 5, and is so highly sought after in mergers, acquisitions and takeovers; it is the basis of payments over the replacement value of the property, plant and equipment. But networks have something else working for them - far over and above the synergy - that almost makes 2 and 2 into 22. What is it? I called it synchronicity and it is based on Collaboration.

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