

# THE COLLABORATIVE CUP

Where there is division, victory is not a solution



CORPORATE FITNESS  
SERVICES

# THE COLLABORATIVE CUP

**Activity based learning that integrates humor and team collaboration to help you and your team perform at its best.**

The collaborative cup equips you with the tools and skills to differentiate between collaboration and competition, and insights into creating the right balance of both to perform at a high level.

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## Background:

An observation about the business world is that we are fierce competitors. This serves us mostly very well. But the analogy of “if all you have is a hammer, everything looks like a nail” may apply to some very good competitors. When the results expected in a business continue to stretch and challenge the talent of the people striving to achieve them, the skills of collaboration are vital.

Collaboration is made more difficult by siloed thinking. The way organisations are structured, attention to one’s own responsibilities, areas of expertise and targets, often result in people not having the awareness or the time to know what collaboration could look like and how it can unlock the potential to create significantly better results. What makes it more challenging, is the seeming innate drive to compete, which often gets in the way of people wanting to help each other.

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## Learning Outcomes:

- Participants will have a shared experience of collaboration, this will further develop their understanding of each other
- Each person will have a greater understanding of the options available to them to collaborate in the context of their current workplace and with existing team members
- People will develop the skills necessary for collaboration
- and for in tact team, the experience provides people with the opportunity to practice collaboration together

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## Overview:

The participants are divided into groups to represent the various business units in an organization. Each team is to do as well as it can in each of the activities, the team scores are then added together to give a GRAND TOTAL, this Grand Total will then be used to assess the overall performance of the group.

The debrief is really where the learning occurs. The power of having people participate in and be a witness to, the same experience provides insights that often influence the future of how people work together with others.

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## Is this right for you?

If you would like to have a deeper understanding and awareness of typical barriers and issues that hinder collaboration and performance, then this is right for you! We explore barriers including structure, best practice, resource allocation, reward systems and personal preferences. We also reveal and unpack common issues such as:

- The relationship between competition and collaboration
  - Understanding the circumstances where collaboration may or may not occur
  - The assumptions associated with rules, and the impact on behavior
  - The importance of *relationships* in collaboration.
  - The building of trust and enacting it
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## Facilitators:

At Corporate Fitness Services, we know that when participants are feeling relaxed and comfortable, they are more likely to engage with content, retain information delivered and build positive working relationships with others. We take what we do seriously and yet the style of the delivery is playful with the intention of creating a space where team members are enjoying themselves, are more open to share with each other and build positive working relationships. We have a mix of academic, learning and development, and front line practical experience.

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# Collaborative Cup experiences have been refined and developed from 20 years of practice.



For 18 years the Collaborative Cup Experience has been woven into the fabric of the Australian Graduate School of Management General Managers Program and Lex has received the 'excellence in teaching' award for his work in this area.

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The leader for tomorrow is to have both a deep understanding of their part in the organization AND to have an eye on what the other parts may need from them to realise the GREATER GOOD.

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To find out more about our programs and what else we offer, please contact Lex on 0419 345 514, email [corpfit@ozemail.com](mailto:corpfit@ozemail.com), or click here to visit our [corporatefitnessservices.com.au](http://corporatefitnessservices.com.au)