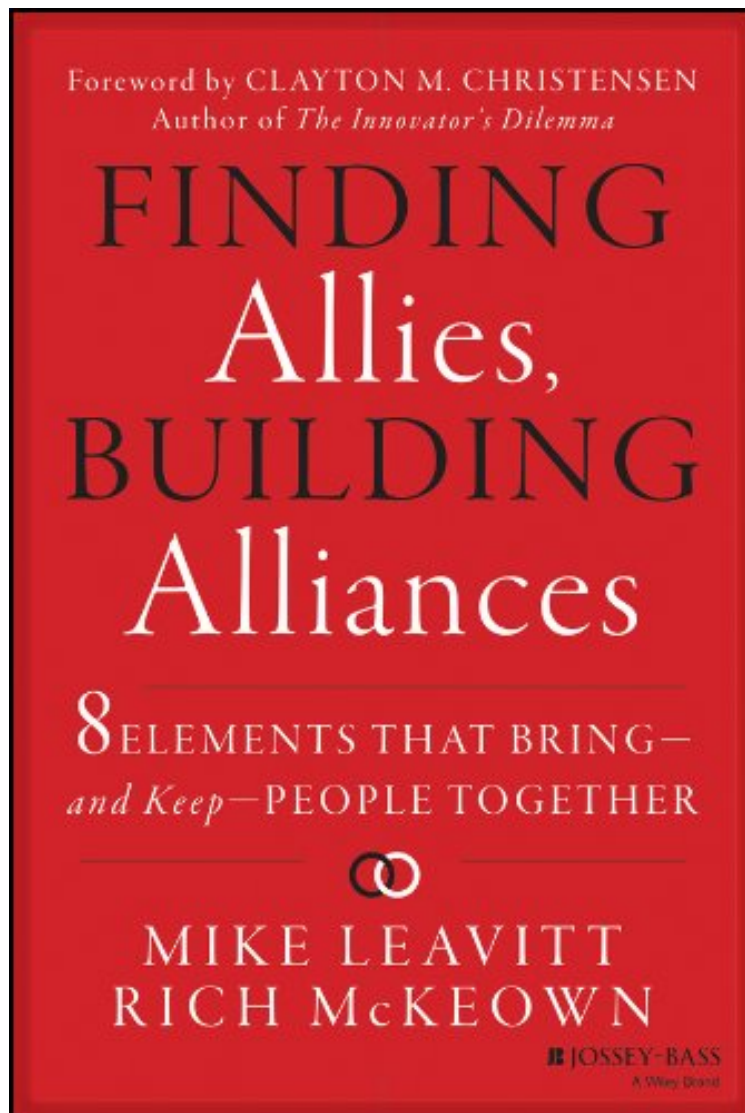


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Finding Allies, Building Alliances: 8 Elements that Bring--and Keep--People Together

Mike Leavitt, Rich McKeown

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Mike Leavitt, Rich McKeown : Finding Allies, Building Alliances: 8 Elements that Bring--and Keep--People Together before purchasing it in order to gauge whether or not it would be worth my time, and all praised Finding Allies, Building Alliances: 8 Elements that Bring--and Keep--People Together:

7 of 7 people found the following review helpful. Finding Allies, Building Alliances: 8 Elements That Bring - and Keep - People Together By Richard M. Leavitt and McKeown write the definitive book on alliances and collaboration.

In a succinct 200 pages, they initially provide a "101" primer that seamlessly evolves into a post-graduate curriculum replete with their real-life "alliance," experiences. After reading, I readily concur with their assertion, ". . . success will be defined by the collaborative alliances you form or join. Participation in an alliance is an investment decision because it allocates your resources, including time, money, and people." Based on their varied experience, they share the eight key elements that they believe are necessary for successful collaborations; devoting a chapter to each component. Each chapter is instructive and with numerous real-life collaboration examples ranging from the Constitutional Convention in 1787 to the creation of the Global Healthcare Exchange (GHX) to General Stanley McChrystal's Afghanistan/Taliban strategy in 2009. To enhance any organization's problem-solving capability they introduce the importance of the "value alliance;" the pursuit of "value" is the purpose and "alliance" is the platform. Collaboration is the means. "I thoroughly enjoyed the last three chapters wherein they outline how to maximize one's participation in collaborations. In particular, I thought their instruction in Chapter 10 on "collaborative intelligence," was both instructional and fascinating. Of particular interest was their insight of today's collaboration mandate, "(Value alliances) will undoubtedly increase due to a confluence of four key trends: digitization, transportation technology, geopolitical expansion of market-based economies, and the pressure of mounting sovereign debt within industrialized economies. Individually, each of these factors causes the number of collaborative alliances to increase. Collectively, they represent a new platform for productivity enhancement." I highly recommend Finding Allies, Building Alliances. As the authors suggest, "once sensitized to the existence of value alliances, you will begin to see them everywhere," and this book will better prepare you to optimize your next collaboration; either as a leader, convener or active participant. Excellent read!

7 of 7 people found the following review helpful. Collaboration is Key By Recruiting CEO Mike Leavitt and Rich McKeown have opened a proverbial window, and illustrated paths to creating synergistic results through innovative collaboration strategies and tactics. Resulting from the release of Finding Allies, Building Alliances, there has been much discussion about these key principles among our clients and partners in building cultures of "collaborative intelligence" to better serve the needs of our customers and stake-holders. Our clients have real problems that require meaningful solutions. Mike Rich emphasize that with the right alliance structure, team and commitment will emerge new opportunities that will be embedded in the solutions of the challenges we face. I have watched with great admiration the growth and success of the Leavitt Insurance Group, 2002 Olympic Winter Games, and improvements at the State of Utah, E.P.A. and Health Human Services. All of these successes resulted directly Mike and Rich's tried and tested formula of effective collaboration. Finding Allies, Building Alliances is not only a "Must Read", but is worthy of thoughtful deliberation and execution of the outline to solve your real problems and capitalize on new opportunities that will emerge from engaging in a disciplined collaboration.

6 of 6 people found the following review helpful. Insightful and practical manual for convening By Thomas Merrill I'll admit that I'm completely biased here: I live in the state where Mike Leavitt was Governor for three terms and was the disproportionate beneficiary of his keen ability to convene disparate groups and collaborate. The book lays out in clear terms the principles for successfully convening stakeholders in his classic compelling story-telling fashion. Anyone who has ever had the opportunity to listen to Governor Leavitt in person knows why this book is worth reading - and perhaps memorizing.

From Governor and White House cabinet member Mike Leavitt: how to find collaborative solutions to the greatest challenges Your business challenges extend far beyond you and your firm, to the competitors within your industry and the regulators outside it. Finding solutions to larger issues requires cooperation between diverse stakeholders, and in this rapidly changing world, only those able to adapt and network successfully will produce fast, competitive solutions. How can leaders successfully bridge divides and turn competitors into collaborators? Leavitt and McKeown explain how a well-chosen network can become a powerful alliance. Whether you're launching a new partnership, or rehabilitating one already in progress, Finding Allies, Building Alliances will help you find workable solutions to the most complex problems. Written by Mike Leavitt, former Governor of Utah who brought the 2002 Winter Olympics to Salt Lake City, former US Secretary of Health and human services, and former head of the EPA; with his former Chief of Staff and business partner Rich McKeown, co-founder of Leavitt Partners Includes a framework of 8 elements that will help any leader foster and maintain an effective, productive collaborative venture Shows how better collaboration can not only solve problems, but boost the competitiveness and resilience in all sectors Finding Allies, Building Alliances is essential reading for any business leader looking for transformative solutions and a sustainable future.

.com QA with Mike Leavitt and Rich McKeown, authors of Finding Allies, Building Alliances Michael O. Leavitt