

# Constructive Collaboration

**Driving performance in teams, organizations and partnerships**

Live virtual

Sept. 22–26, 2025

\$6,500\*

Learn from the experts as they explain the why, what and how of collaboration — the strategic rationale, design requirements and critical insights for assessing opportunities and risks in complex environments to achieve results.

Well-designed collaboration powers value creation and sparks creativity. In this intensely interactive program, you'll learn the conditions that foster highly productive collaboration at the individual, team and organizational levels. You'll also learn how to build and sustain these ideal conditions and competencies in your company and its people.

At the individual level, you'll explore collaboration styles, behaviors and approaches for working with business partners, colleagues, competitors and customers. At the team level, you'll examine the multiple interests and perspectives that challenge effective collaboration. Organizationally, you'll learn the conditions for successful collaboration in joint ventures, mergers and alliances, as well as interdepartmental and cross-departmental initiatives.

**“This program brilliantly demonstrates the power of creating coalitions, building diverse networks and negotiating with the power of information. I highly recommend this course to anyone who works in a corporate environment.”**

DIRECTOR, NESTLE SKIN HEALTH

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## Key benefits

- Hone your collaboration skills
- Assess and value collaboration, then articulate and sell that value to clients, partners and stakeholders
- Construct a personal development plan for continuous improvement
- Identify and create value through analysis of stakeholders' perspectives and interests
- Design collaborative structures to maximize constructive conflict

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## Who should attend

- Mid-level to senior executives who coordinate activities among multiple constituencies or who serve in key cross-functional roles
- Individuals seeking to enhance collaboration with business partners, clients and peers
- Team leaders and others who drive business development, manage joint ventures, oversee post-merger or acquisition integration, or manage channel partner performance

Learn more and apply: [kell.gg/kxcollab](https://kell.gg/kxcollab)

\*Dates and program fees are subject to change.

## Program content

### Designing collaboration

- Learn how collaboration drives value in complex organizations
- Understand the challenges of instilling collaboration as a key management competency
- Optimize distributed teamwork: distance teamwork, trust and communication
- Foster creative conflict that fuels productivity while minimizing conflict that interferes with it

### Collaborative decision-making

- Understand the strategy, structure and behavior of collaboration
- Manage multifunctional, multi-incentive teams for high performance
- Recognize challenges in collaboration: communication, clarity and stress
- Learn tools to resolve conflict and improve decision-making

### Collaborating across diverse teams, companies and cultures

- Build coalitions for productive organizations
- Learn about networks as bridges and barriers to collaboration
- Create strategic collaborative alliances
- Develop a personal collaboration action plan

### \* Special feature \*

#### Pre- and post-program enhancements

- Pre-program: Web surveys with reports
- Post-program: Videos you can use with your team and in your organization to enhance outcomes

## The faculty

For this program, Kellogg has assembled an expert faculty panel of leading researchers, prolific authors, in-demand consultants, and engaging and effective teachers who continue to define their disciplines and are committed to sharing their insights with you.

#### Leigh Thompson

Academic Director; J. Jay Gerber Professor of Dispute Resolution and Organizations; Director, Kellogg Team and Group Research Center

#### Brayden King

Academic Director; Professor of Management & Organizations

#### Tanya Menon

Associate Professor at Fisher College of Business, Ohio State University

#### Loran Nordgren

Professor of Management & Organizations

*Please note:  
Faculty is subject to change.*



### Your learning experience

Whether you choose to join us in-person or in a live virtual format, you'll be immersed in a rich learning environment that fosters personal growth. You'll be guided through a transformative experience with our world-renowned faculty and active engagement with your peers.

Learn more and apply:  
**[kell.gg/kxcollab](https://kell.gg/kxcollab)**

Consult with an Advisor:  
**[execed@kellogg.northwestern.edu](mailto:execed@kellogg.northwestern.edu) 847.467.6018**