



**Beyond Influence™**

## **Building Coalitions: The Art of Effective Collaboration**

### **Course Overview:**

In this workshop, you'll delve into the essential skills, strategies, and tools necessary for leading collaboratively within the federal work environment. Mastering the art of forming robust coalitions and enhancing communication and teamwork across various government entities is crucial for tackling the complex issues and challenges that senior Defense and Federal professionals face.

As a participant, you will broaden your understanding and viewpoint of teamwork within the current federal dynamics. This session will guide you through the processes of building relationships and exerting influence while navigating the diverse organizational cultures, structures, and personalities involved in coalition formation.

### **WHO SHOULD ATTEND**

This course is designed for federal employees who aspire to supervisory or managerial roles in the near future.

### **Topics Covered:**

- Concepts of Collaborative Leadership
- Identifying Different Problem Solving Techniques
- Evaluating Alternative Problem Solving Methods
- Grasping Diverse Strengths and Obstacles in Teamwork
- Application of Collaboration and Coalition Formation Strategies
- Addressing and Overcoming Challenges to Effective Teamwork
- Mastery of Communication Skills Vital for Teamwork
- Techniques for Organizational Collaboration
- Strategies for Forming Coalitions
- Analysis of Issues

## **Key Information**

### **CONTACT**

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### **WEBSITE**

<http://BeyondInfluence.com/training/afpc>

### **DUNS NUMBER**

959893020

### **CAGE NUMBER**

7Q2L2

### **NAICS**

**611430:** Professional &  
Management

Development Training

**541611:** Administrative  
Management & General  
Management Consulting Services

**541612:** Human Resources  
Consulting Services

### **CERTIFICATIONS**

Veteran-Owned Small Business

**VISION STATEMENT:** To provide solutions to organizations that drive profitability, remove constraints and lead personal transformations that drive sustainable productivity.

**MISSION STATEMENT:** To be an organization where every member of the team is a living example of the material we are teaching.