

# Working Together **TO GET MORE DONE**

Presenters:  
**Andrea Gumm**  
& **Joan Sabott**



**THE  
LANGDON  
GROUP**  
A J-U-B COMPANY

Speakers:  
**Mayor Brian Blad, Pocatello**  
& **Mayor Steven England, Chubbuck**



## Session **OVERVIEW**

### OBJECTIVE

Learn the value of engaging in a collaborative effort, key steps to engage in a collaborative effort and a tool for getting started in a collaborative effort

### AGENDA

- Overview of Collaboration
- Examples of Collaboration Featuring Mayors Blad and England
- Engaging in a Collaborative Effort





# What is **BUSINESS AS USUAL?**

Claiming your stake before  
discussion and possible integration

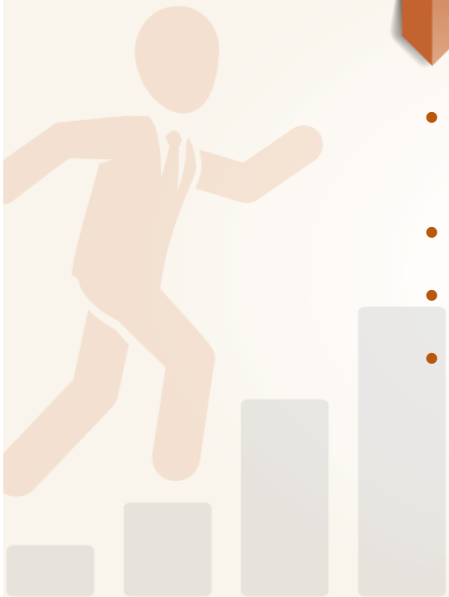


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**Business as Usual  
SCORECARD**

# THE RISKS



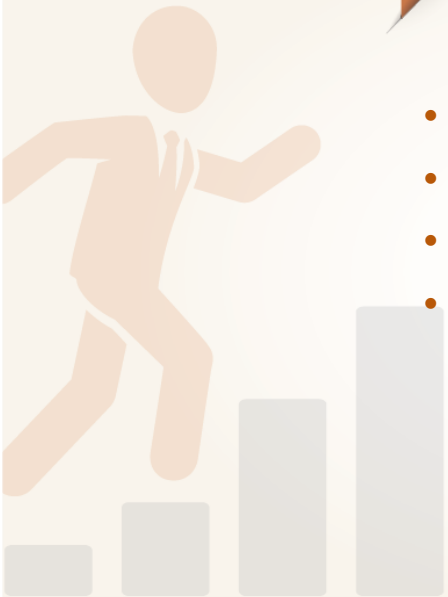
- Adversarial and competitive over resources
- It's Fast!!
- Can be costly
- Can damage relationships



**Business as Usual  
SCORECARD**

## **THE BENEFITS**

- Within our comfort zones
- Little external coordination
- It's Fast!!
- May win big



# What is **COLLABORATION?**



A purposeful process of working together to plan, create, solve problems and/or manage activities



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**Collaboration  
SCORECARD**

# THE RISKS

- Can be slow
- Can be difficult
- Can be costly
- May not get agreement



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## Collaboration SCORECARD

# THE BENEFITS

- Creates/preserves relationships
- Opportunities to create solutions with maximum benefit
- May get more done together
- Take time to solve *the* problem, not just *a* problem
- Can have enormous payoffs





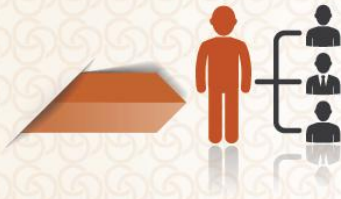
# Collaboration **CASE STUDIES**



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## How do you engage **IN COLLABORATION**



1. Identify your interests (what is most important) and the other community(ies)'s interests
2. Speculate about options that meet all interests
3. Pinpoint ways to create a positive environment for negotiations



## Engaging IN COLLABORATION

### 4. Layout a negotiation (meeting) structure that provides for the following:

- Rapport building
- Mutual education
- Standards and criteria development
- Problem identification
- Option generation
- Option evaluation
- Selection and modification of option(s)
- Confirm and celebrate agreements
- Make plans for implementation

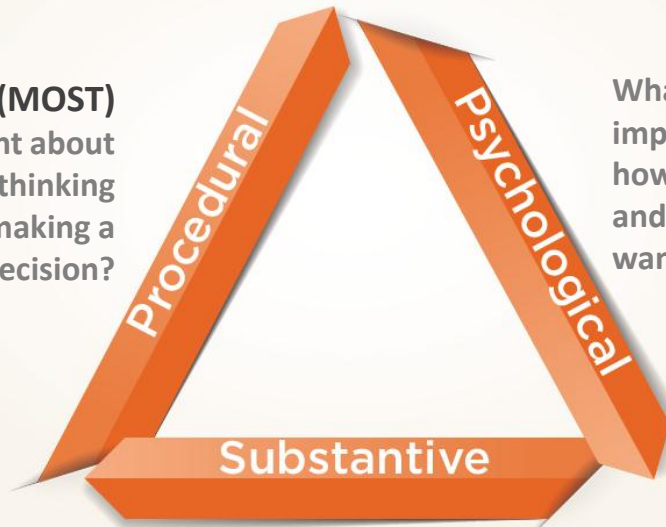


**Engaging**  
**IN COLLABORATION**

**TRIANGLE OF  
SATISFACTION**

Model developed by  
Christopher W. Moore,  
Author of The Mediation Process

What is **(MOST)**  
important about  
the process of thinking  
through and making a  
decision?



What is **(MOST)**  
important about  
how we are treated  
and how we  
want to feel?

What is **(MOST)** important about  
the tangible outcomes/products/end?



# Identifying Interests (WHAT IS MOST IMPORTANT)



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**Thank You!**  
**FOR QUESTIONS:**

Thank you for attending!

For questions:

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