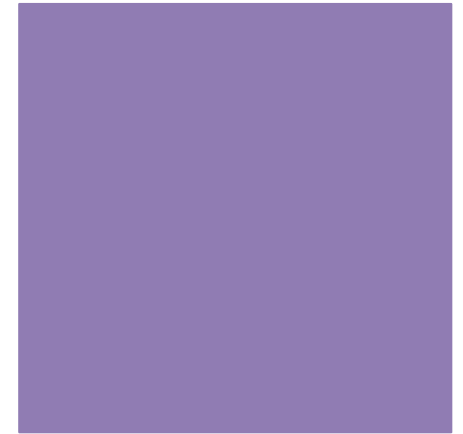




Collaboration

Unit 2.3: Collaboration types



+ Collaboration types

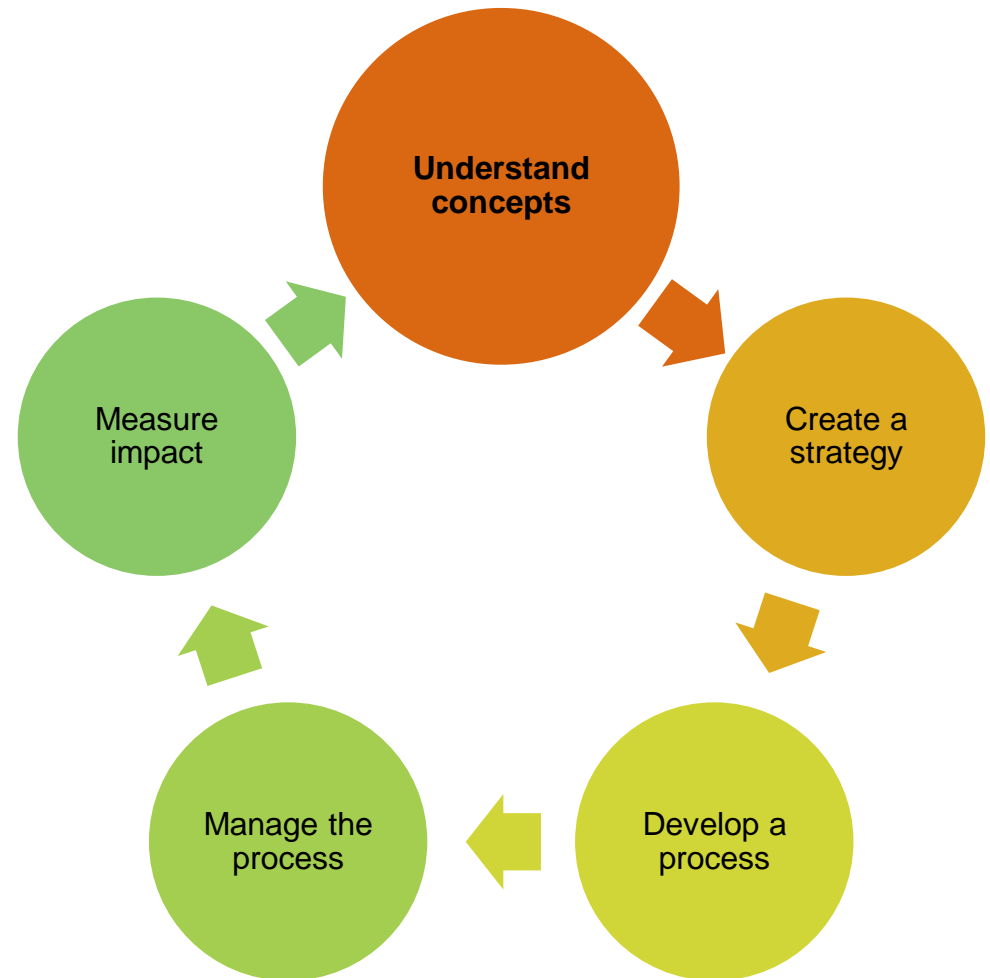
The basic information about types of collaboration. Description of individual types and difference between small and large organizations.

Aims:

- Overview of types of collaboration
- Show types of stakeholders groups

Learning Outcomes :

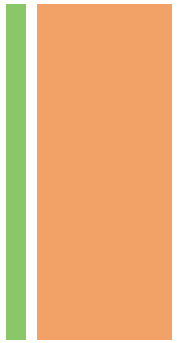
- The learner should know the basic types of distribution
- The learner should be able to define collaboration of small and large organization
- Overall knowledge of Collaboration





Collaboration types

We have two types of collaboration



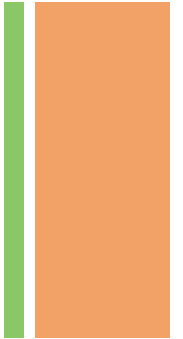
Internal Collaboration
Collaboration on the workplace

External Collaboration
Collaboration outside the workplace



External collaboration

- participating in networks and fostering partnership agreements between firms
- collaborating with universities and research agencies
- collaboration with other organisations, sometimes competitors.

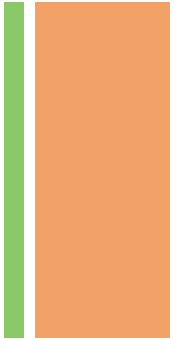


What are the benefits of external collaboration in organisations?

Think of a time you collaborated with another group – what were the most useful outcomes?



External collaboration



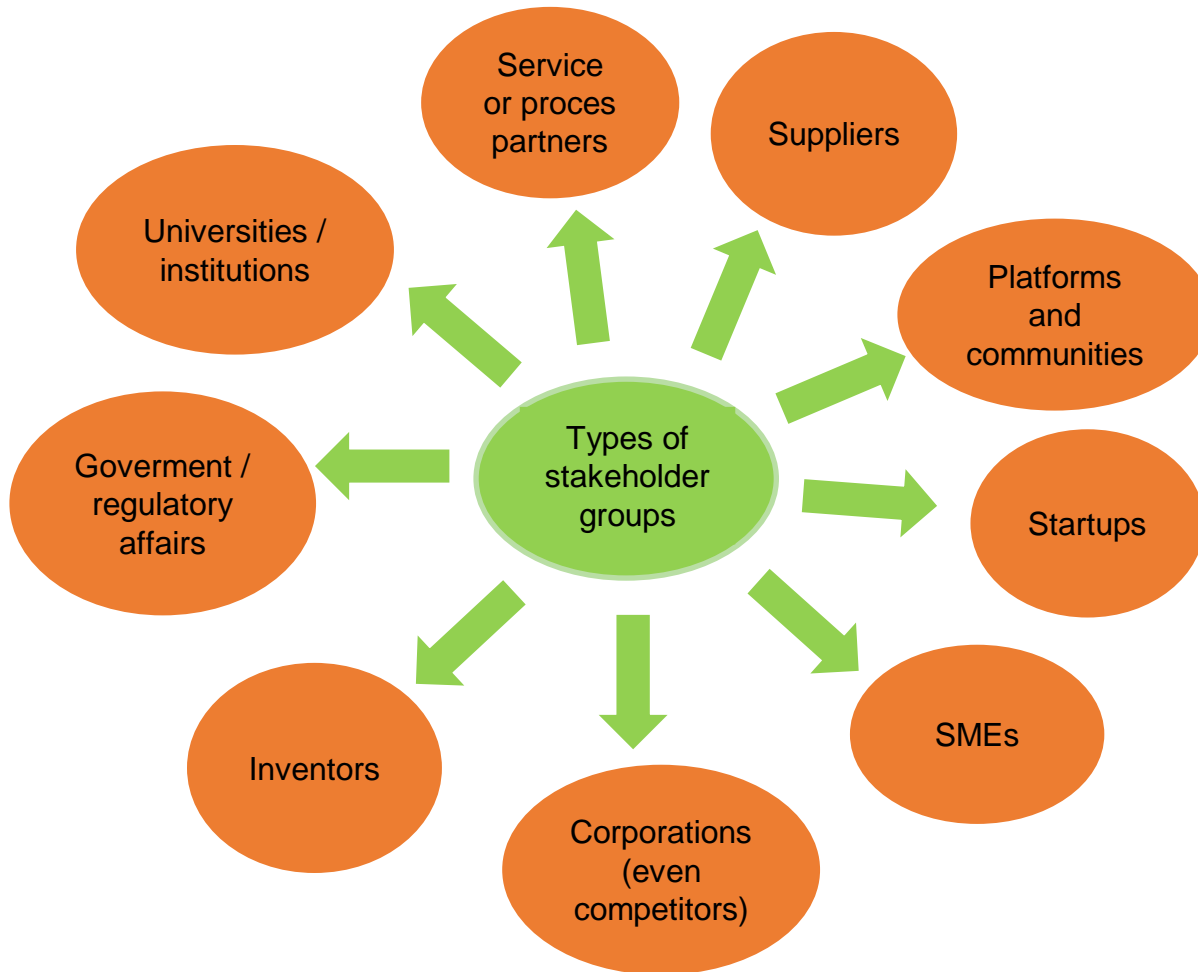
Collaboration might have led to reduced costs, brought complementary expertise to a project or more ideas from fresh viewpoints



There are probably a wide variety! Take a look at the picture below and see if you recognise any of the following as being stakeholder types you have previously collaborated with or might in the future

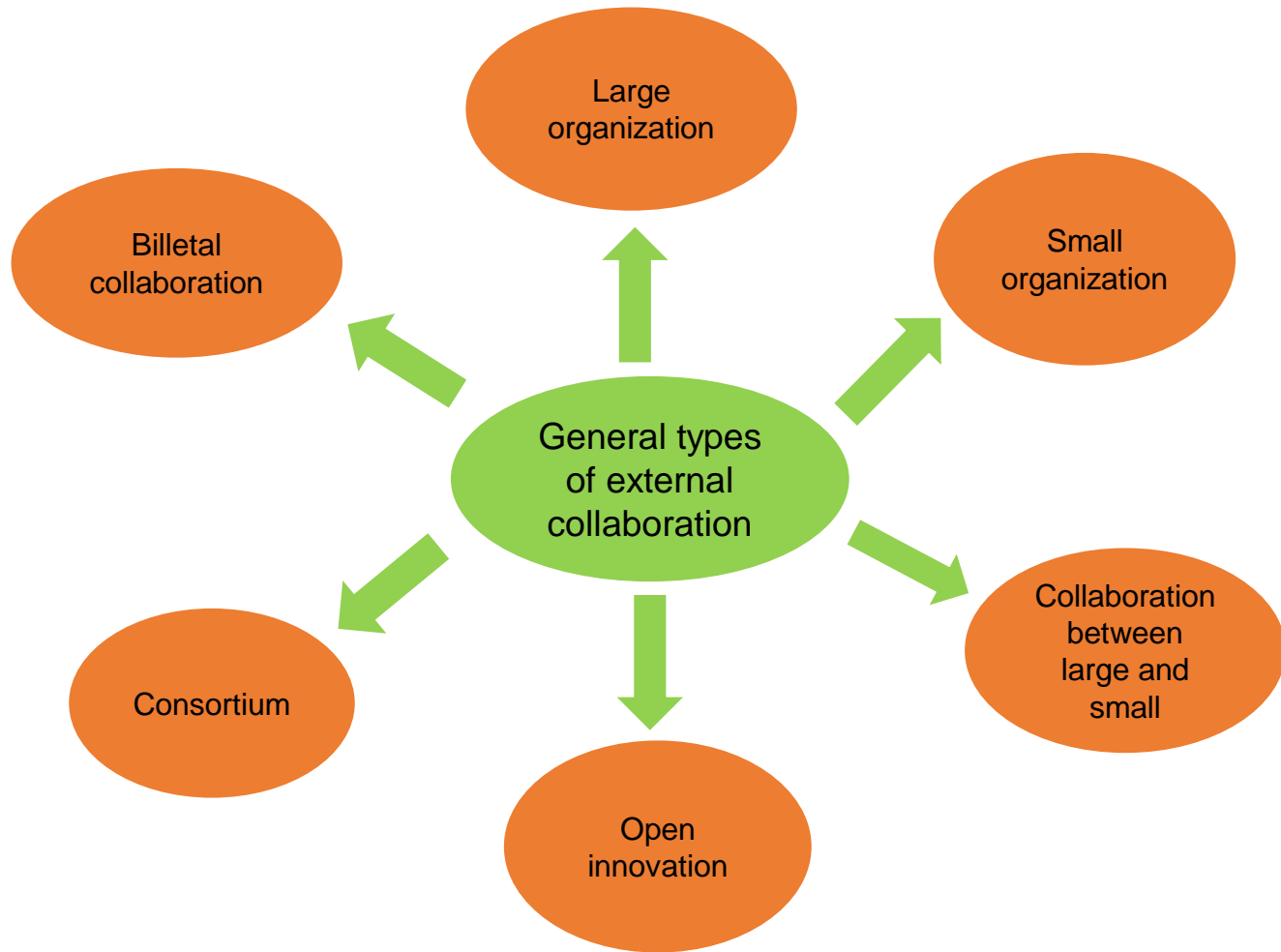


Types of stakeholder groups



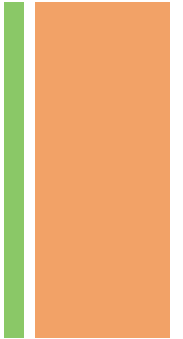


General types of external collaboration





Open innovation

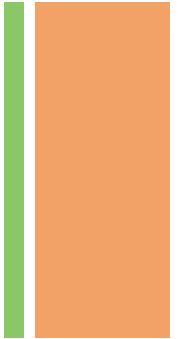


Organizations with a company engaged in internal (corporate) information, but also seeking external and external information for the purchase, licensing or joint collection of processes, or based on or with organizations.





Consortium



Consortium is an association or combination of multiple partners



It is essential to agree in advance how the consortium will work and the ownership of intellectual property



**IN
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MENTA**

Innovation and creativity mentality
advancement in SMEs

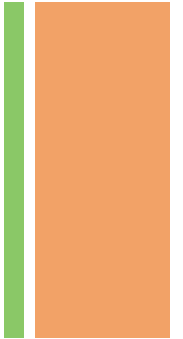
Source: <https://www.internetofus.eu/consortium/>



Erasmus+



Billateral collaboration

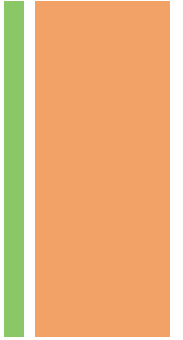


Bilateral collaboration is a simpler version of the consortium where two partners are involved.





Large Organization



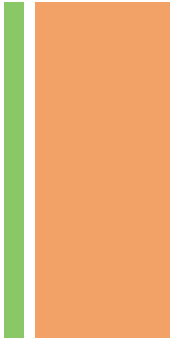
A smaller partner can bring access to a specific technology, speed and flexibility.

Larger organisations wishing to collaborate should:

- Minimize bureaucracy and paperwork, to be in proportion to the size of the project.
- Consider setting up a limited, project-specific team to reflect the size of the smaller collaboration partner.
- Discuss partnering expectations.
- Be fair and reasonable.



Small organization

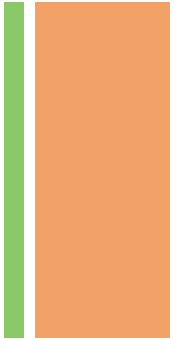


Small organisations wishing to collaborate should:

- Be confident and have belief in the proposition while remaining open minded.
- Be prepared with a well-presented proposition and business plan which demonstrates how each party will benefit from the joint venture.
- Establish expectations of reporting and governance.
- Establish trust at an early stage. If the parties cannot work together in an open and trusting way then they should be prepared to walk away.
- Have patience as large organisations need time before making large financial and resource commitments. However, reasonable time scales for decisions should be agreed, particularly if the answer is to be “no”, as this can then free the parties to find alternative partners.



Small organization

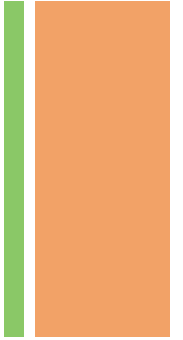


Small organisations wishing to collaborate should:

- Establish, even if there is a large disparity in size, if the partners who are collaborating share the same values, drive and shared objectives. If these are not present then difficulties may arise down the line.
- Clearly identify and register intellectual property before approaching a potential collaboration partner (often large organisations demand this as a prerequisite). (Standard)



Collaboration between large and small organizations



- Partnerships should provide mutual benefit to each participant, even when they are significantly different in size although a very large disparity in size is often perceived as a potential obstacle to collaboration.
- Cultural differences and speed of decision-making are two areas where problems can arise. However, there are several ways in which organisations can prepare themselves to work with others of a different size.
- Perhaps the most important activity for both parties is to create a partnership agreement, but there are different issues to which each side should pay attention as just outlined.
- Before you start the collaborative activity, you must create your strategy or plan.

+ Case study Janova Pec
10 minutes video <https://janovapec.cz/>



Discussion
on the case study.
5 min



Erasmus+

+ Learning Aids

Topic Review

Collaboration types

Internal collaboration

External collaboration

Collaboration in large and small organization and between them.

You can also find more about collaboration in INCREMENTA guidebook on pages 4-8