

## **Build Your Coalition: Encouraging Collaboration Among Entrepreneur Support Organizations**

The Industrial Age brought great prosperity to many, and at the same time, created a culture based in competitive advantage and scarcity thinking. This culture has held back many communities, completely gridlocking some. A growing number of ecosystem leaders are looking for different ways to collaborate across traditional silos and engage in a culture based in trust and abundance thinking. Still, true collaboration, even among people and organizations who share similar missions, is often very difficult.

*Your mission, should you choose to accept it...*

**Develop a set of resources that will help the leaders of various entrepreneur support organizations in an ecosystem more successfully collaborate with each other.**

### **Example Solutions**

*Starting from a blank page can be difficult—the following sample ideas are here to markup, change, and riff on as you determine the deliverable you will start building today.*

- Draft a Bill of Collaboration Rights & Responsibilities to help ecosystem builders connect the leaders in their ecosystem around a unifying rallying flag and foster a greater culture for collaboration
- Develop a list of the behaviors that entrepreneurial support organizations and their team members should employ (or avoid) to model the culture of a thriving ecosystem
- Build a top 10 list of tips for setting-up more successful partnerships and cross-silo collaborations

### **Conversation Starters**

*Common questions asked by ecosystem builders, that could be explored...*

- How do we share the challenges in our ecosystem and share the credit?
- What can we do with the fact that there are often limited funds to support our organizations, and we are often pitted against each other for funding, but we must collaborate for our entrepreneurs to succeed?
- How do we hold parties accountable for being good collaborators?