



Purpose: Provide hands-on experience with powerful techniques for jump-starting multi-stakeholder collaboration in public-private-civil partnerships.

Outcomes:

- Direct experience developing Lean StartUp collaborations for social innovations
- Experience leading colleagues through the CollaborateUp Formula for social innovation
- Live-fire skills for convening and facilitating large groups of people from multiple organizations and sectors
- Understanding how to create one-page business plans that capture everything you need to get out in the world and start collaborating to tackle our toughest challenges
- Ability to design experiments that prove the business case for your social innovation
- Know-how to setup, govern, manage, and scale social innovations on almost any scale

Agenda:

| Time | Topic/Objective | Details |
|----------------------|--|--|
| Day 1 | | |
| | Module 1 – Welcome & Context | |
| 9:00 – 9:15 | Breakfast | |
| 9:15 – 9:30 | Start the session | <ul style="list-style-type: none"> • Welcome & Introductions • The CollaborateUp Formula • Discussion |
| 9:30 – 9:45 | Establish the context for learning Immediately begin learning & using the CollaborateUp Formula | <ul style="list-style-type: none"> • Purpose & Outcomes • Review Roadmap, Logic, & Materials • Ground rules • Roles – Instructors, participants • Housekeeping • Self-Assessment |
| 9:45 – 10:15 | Introducing the CollaborateUp Formula & The Problem with Problems | <ul style="list-style-type: none"> • Problems in the Commons • What makes collaboration great (or hard) • Slowing down to speed up |
| 10:15 – 10:30 | Break | |
| | Module 2 – Invitations & DataLabs | |
| 10:30 – 11:15 | Learning how to frame an issue using the Collaboration Canvas | <ul style="list-style-type: none"> • Scoping the problem • Helping others see themselves as solvers |
| 11:15 – 12:00 | What’s in it for me? What’s in it for we? | <ul style="list-style-type: none"> • Co-creating shared value • Picking partners • Designing for ROI & Impact |

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| 12:00 – 12:30 | Understanding the power and potential of invitations | <ul style="list-style-type: none"> Who and how to invite The formula for a powerful invitation |
| 12:30 – 1:30 | Lunch | |
| 1:30 – 2:00 | <i>Experiential Learning: DataLab Simulation #1: Building relationships with your conveners and solvers</i> | Invitation <ul style="list-style-type: none"> Instruction Case Scenario Debrief & reflect |
| 2:00 – 2:30 | Gaining an appreciation of what goes into convening a powerful group of innovators & solvers | Design <ul style="list-style-type: none"> Instruction |
| 2:30 – 3:00 | Understanding the importance of networks, & convening | Invitations, Vetting, & Logistics <ul style="list-style-type: none"> Instruction Discussion |
| 3:00 – 3:15 | Break | |
| 3:15 – 4:00 | <i>Experiential Learning: DataLab Simulation #2: Getting on the same page</i> | Group: Case Exercise Recruiting stakeholders, curating data, getting on the same page |
| 4:00 – 4:45 | Explore the fundamental skills a Master Collaborator needs to develop | You, The Master Collaborator <ul style="list-style-type: none"> Active Listening Exercise |
| 4:45 – 5:30 | <i>Experiential Learning: PartnerLab Simulation – Value Propositions</i> | Accelerating shared value: Lean StartUp for Social innovation & Stakeholder Engagement |
| Day 2 | | |
| 9:00-9:15 | Breakfast | |
| 9:15-9:30 | Reflections | Participants share insights and questions from previous day |
| | Module 3: PartnerLabs & Experiments | |
| 9:30-10:15 | <i>Experiential Learning: PartnerLab Simulation –Target Populations, & Key Players.</i> | Accelerating shared value: <ul style="list-style-type: none"> Delivering value Vetting partners |
| 10:15-10:30 | Break | |
| 10:30-11:00 | Securing Commitment: Business Case | Institutional buy-in and support |
| 11:00-12:00 | Deep Dive: Limitations of Collaboration | Rules, regulations, & laws Practicum: Structuring an MOU |
| 12:00-1:00 | Lunch | |
| 1:00 – 1:45 | <i>Experiential Learning: Launch Simulation</i> | Designing outcome-oriented experiments to test your solutions |
| | Module 4: Follow Through & Funding | |
| 1:45-2:45 | Storytelling, Fundraising, Sustaining | Funding streams and cost models |
| 2:45-3:00 | Break | |
| 3:00-3:45 | Partnerships that become procurements, products, and more | Planning for scale, commercialization, and the long term |
| 3:45-4:30 | Experience sharing, reflections, and getting ready for scale | Setting up success & highlighting immediate take-aways |
| 4:30-5:00 | Immediate Next Steps & Closing | |