

Powerful Partnerships: Creating Winning Proposals

by

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Lockheed's Award Winning Proposal Process and CFA

- Won eight out of nine contracts for a total value of \$11 Billion
 - Overturned IBM for Space Station Software Support Environment
 - Created a seamless team out of nine contractors for Idaho National Environmental Lab
- Prepared top management teams for Orals to Source Boards e.g., NASA, DOD, DOE, etc.

Pioneering Leadership & Partnership

- Revealing the unexamined assumptions about partnering
- Leadership: new ways of thinking, working and relating for effective action
- Designing the strategic relationship
- Creative Partnerships: breakdowns by design

Revealing the Unexamined Assumptions about Partnering

- The inherited paradigm that prevails and keeps “business as usual” in place
- The nature of an Adversarial Paradigm: protect, defend and attack
- Authentic cooperation or collaboration is not possible in this environment

Powerful Partnerships

- New ways of thinking, working and relating
- Inspiring effective action in others
- Causing a New Paradigm: commitment to collaboration for a common future
- Observing from, and contributing to, the whole
- Vision, Commitment and making a difference
- The language of partners for evoking effective action

Designing the Strategic Relationship

- Work from a future based approach
- Commit and contract to outcomes that contribute to the whole
- Create new behaviors, agreements and ways to resolve issues and concerns
- Address “Work Breakdowns” and conflicts with power and effectiveness

Partnering Work Breakdowns: From Complaint to Possibility

- Stand for workability
- Return to the commitment and vision
- Distinguish what happened – get the facts
- Include everyone in the solution
- Invent the future from here
- Act now to fulfill on the possibility

Creative Partnerships: Breakdowns by Design

- Cause breakdowns that are on purpose to creating a shared future
- Partner some common goals: e.g., streamlining the process
- Partner debriefing's to upgrade the process and quality of the proposals
- Use breakdowns as opportunities to reinvent and strengthen the partnering relationship or processes

Pioneering Leadership & Partnership

“The most exciting breakthroughs of the 21st century will occur not because of technology, but because of an expanding concept of what it means to be human.”

J. Naisbitt & P. Aberdene
Megatrends 2000

Carolyn Fine & Associates

- Specializes in creating breakthroughs in human performance to achieve increased financial and operational efficiency, profitability, and revenue.
 - Executive Coaching
 - Strategic Futures
 - Building / Rebuilding Powerful Teams
 - Mission Control[®] Productivity Workshop