

Exercise 4 – 20 minutes

Rewarding Collaborations – Success Factors



1. Working as a group, take no more than **1 minute** per person to describe your success factors (the ones you wrote on the Post-Its) to the other members of your group.
 - ! While listening to others describe their success factors, your task is to understand and appreciate what each person is trying to convey. Ask questions as necessary to clarify but please do not critique or evaluate the presentations.

2. Working as a group, start to organize your success factors by pairing similar ideas.
 - ! It may be easiest to do this work while standing up.

3. Combine the pairs into clusters. Rearrange the Post-Its until you are satisfied that the clusters consist of related factors. If a factor doesn't fit into one of the clusters (this is unusual), decide as a group whether that success factor is important enough to stand alone as a "cluster of one."

4. Give each cluster a brief name or description.

5. Prepare a spokesperson to give a **3-minute** report on your group's findings to the rest of the workshop attendees.