WHAT IS CROSS SECTOR LEADERSHIP?

Working Together for Working Families | Vineland, NJ | February 2, 2017

Presidio Institute

The Presidio Institute is a Presidio Trust initiative

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PRESIDIO INSTITUTE CAMPUS

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MISSION STATEMENT

The Presidio Institute is where organizations invest in their problem solvers and gain a new lens on leadership.

OUR PROGRAMS

Presidio Institute Fellows

Presidio Institute

OUR PROGRAMS

Cross Sector Leadership Bootcamp

Presidio Institute

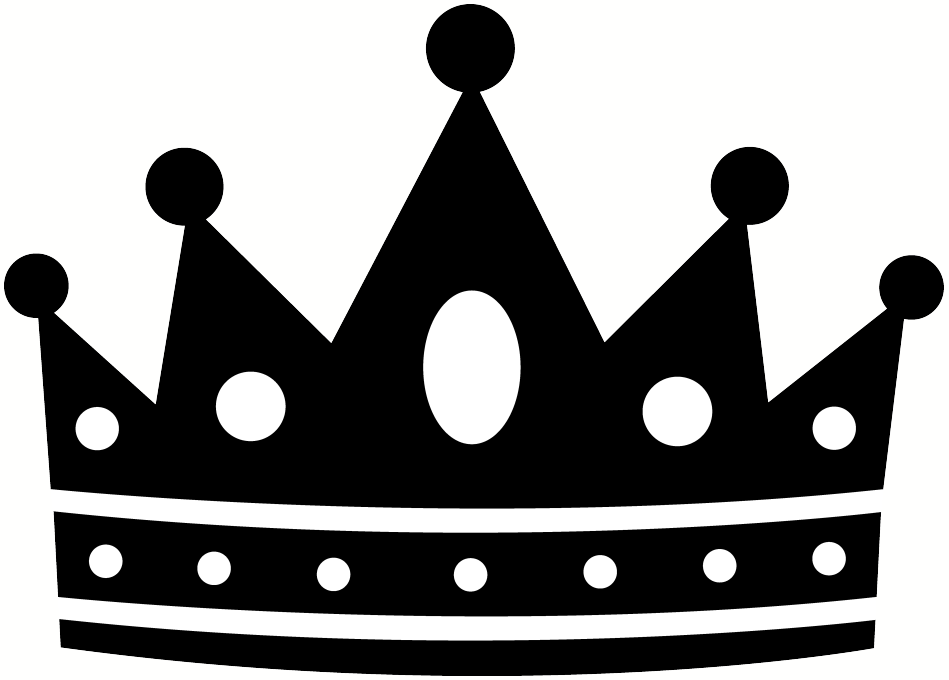
OUR PROGRAMS

Leaderosity

Presidio Institute

Leadership

LEADERSHIP ISN'T THE SAME AS…

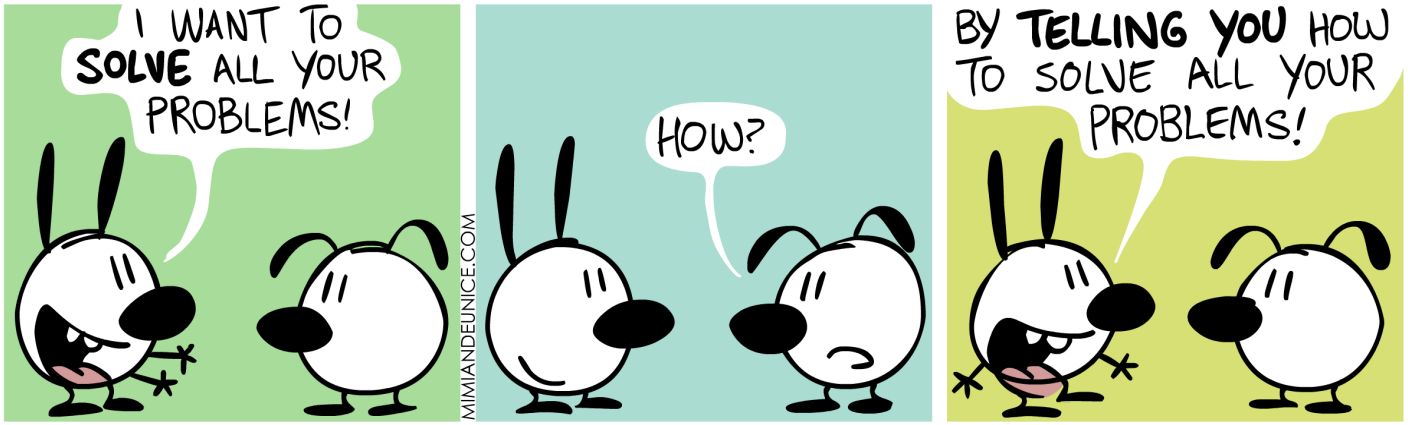


A POSITION

LEADERSHIP ISN'T THE SAME AS…

MANAGEMENT

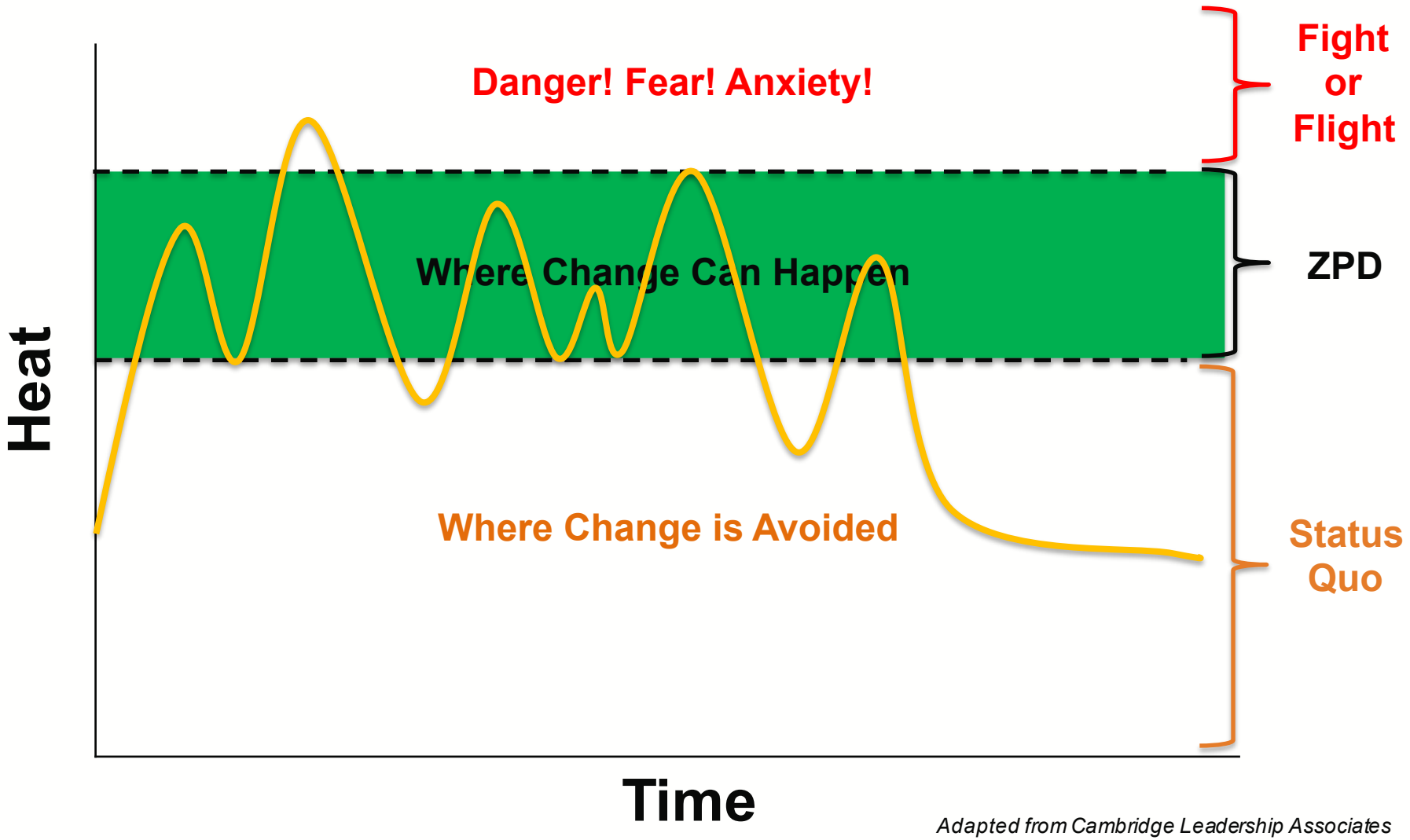
LEADERSHIP ISN'T THE SAME AS…



IMPOSING SOLUTIONS

Leadership
is change
at the pace
people
can stand.

ZONE OF PRODUCTIVE DISEQUILIBRIUM



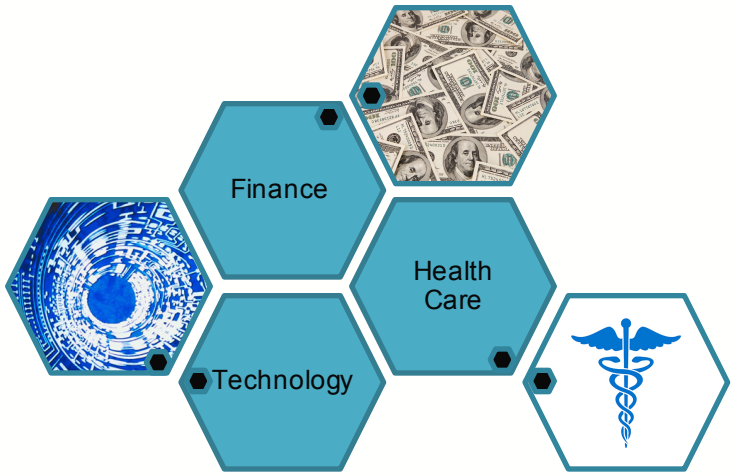
Adapted from Cambridge Leadership Associates

Sector

COMMON THINKING ABOUT SECTORS

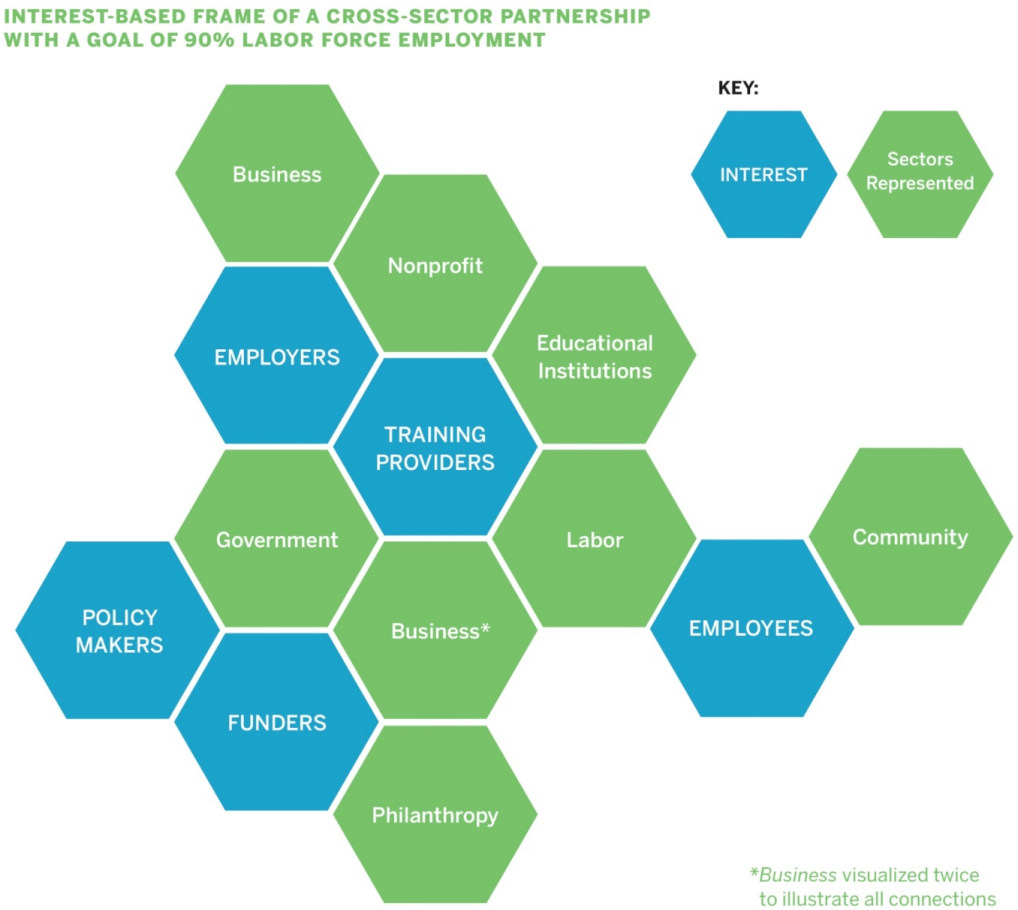
Tax-Code Designations

Industries



Cross Sector Collaboration

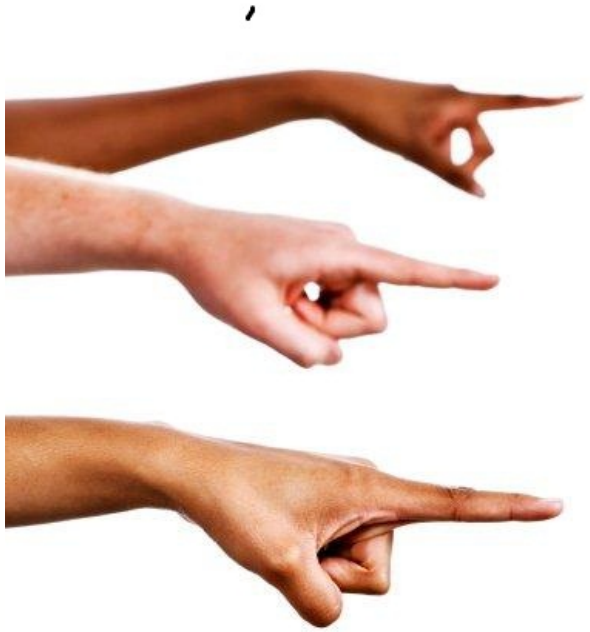
THE INTEREST-BASED FRAME



Source: What Barriers? Insights from Solving Problems through Cross-Sector Partnerships

CROSS SECTOR COLLABORATIONS OFTEN FEELS LIKE

CROSS-SECTOR COLLABORATION SHOULD FEEL LIKE



HOW CAN YOU TELL IF YOUR TEAM IS COLLABORATING?

CO-BLAB-ORATION	COLLABORATION
Focused on assigning blame or taking credit	Focused on outcomes
Stakeholders participate to protect	Stakeholders participate to generate value
Opinions rule	Data is king
Talk exceeds action	Actions emerge from engagement
Informal process	Intentional, rigorous process

Source: Chris Thompson's Regional Physics Blog

SO WHAT IS CROSS SECTOR LEADERSHIP?

The practice of building alliances of individuals working within and across sectors that together have a role in solving a problem and achieving a shared goal.

LEADERSHIP DEVELOPMENT

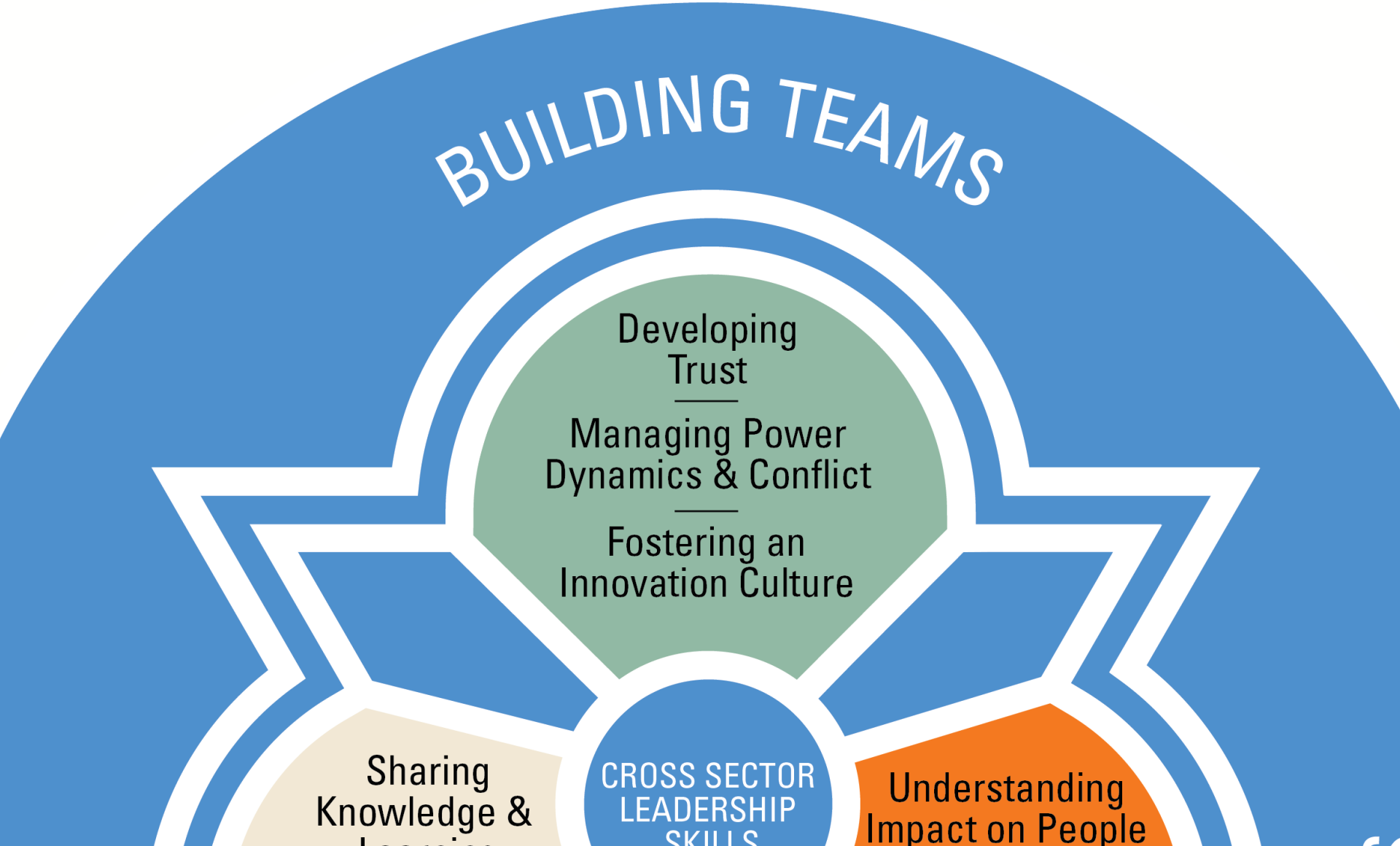
ORGANIZATIONAL READINESS

Organizational Culture

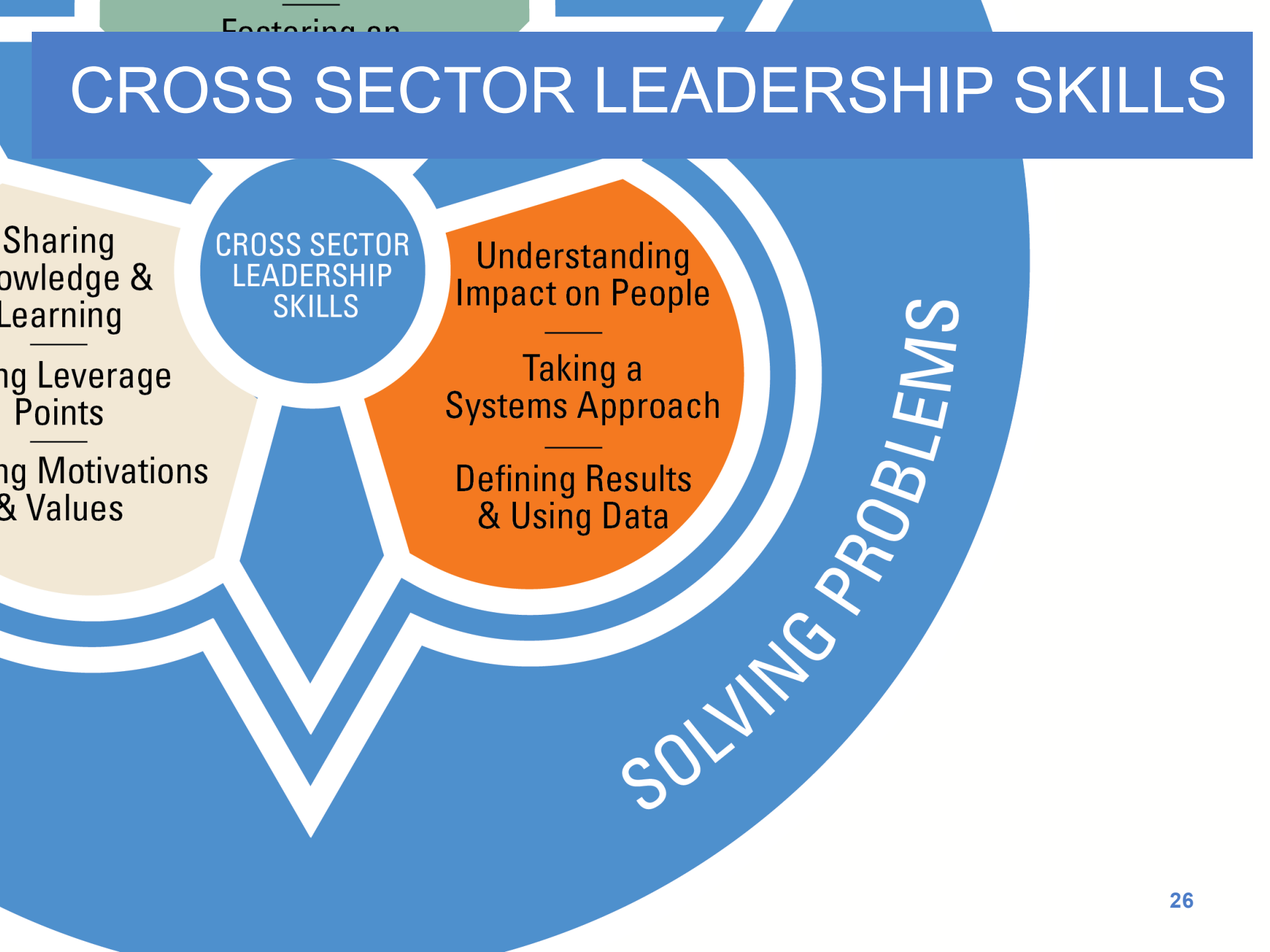
MODELS & PRACTICE

CROSS SECTOR LEADERSHIP SKILLS

CROSS SECTOR LEADERSHIP SKILLS



CROSS SECTOR LEADERSHIP SKILLS



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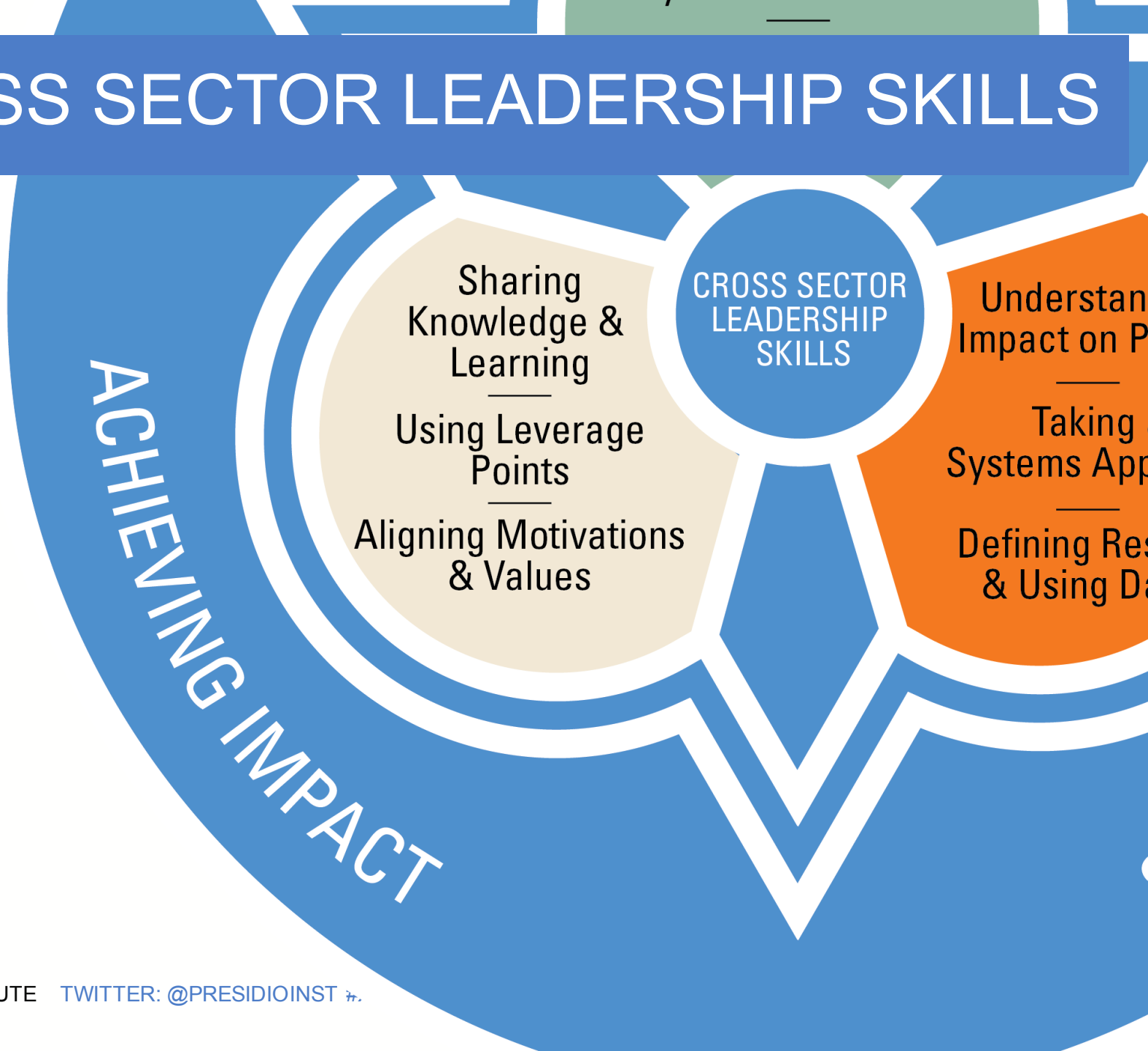

CROSS SECTOR LEADERSHIP SKILLS