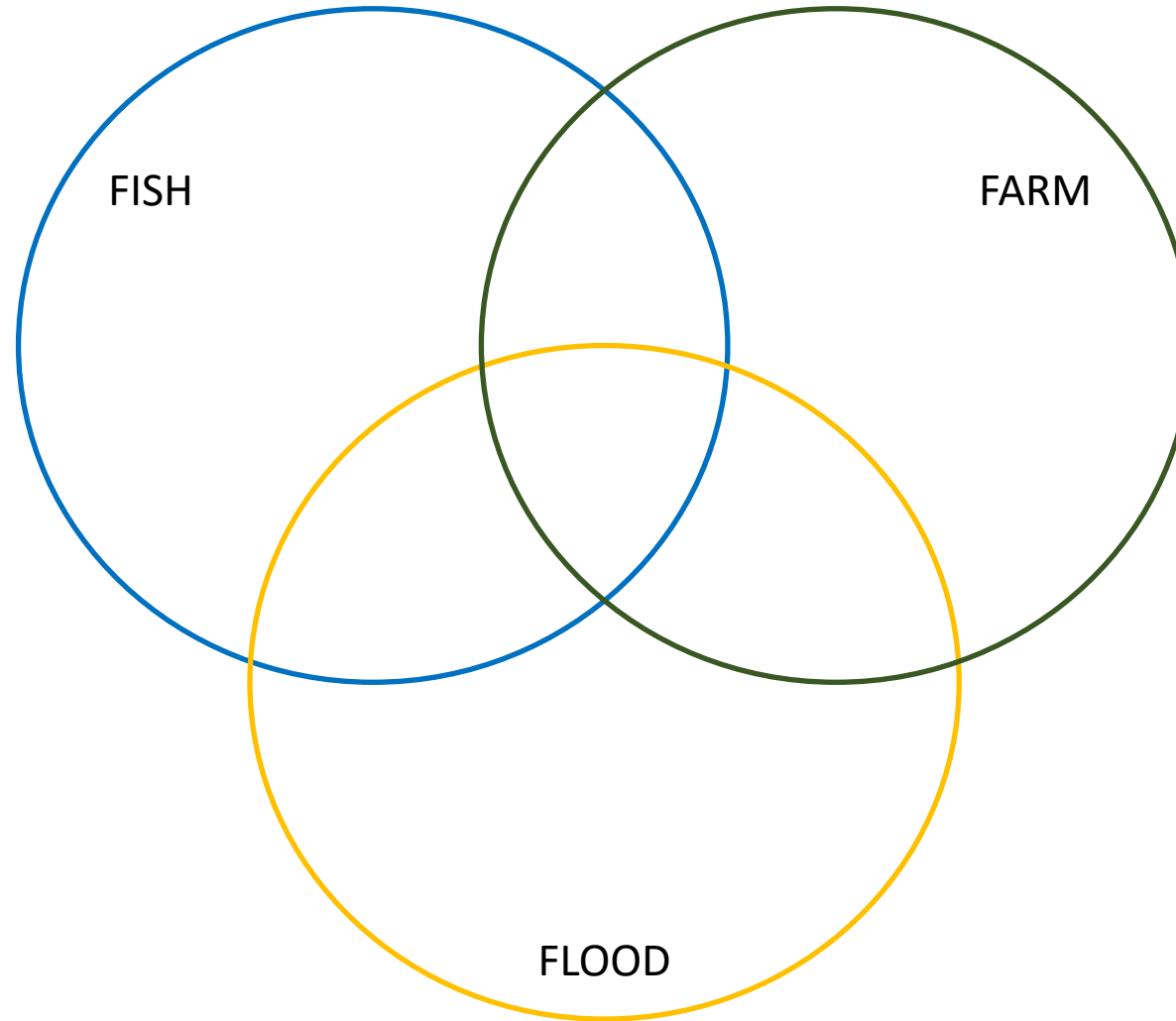


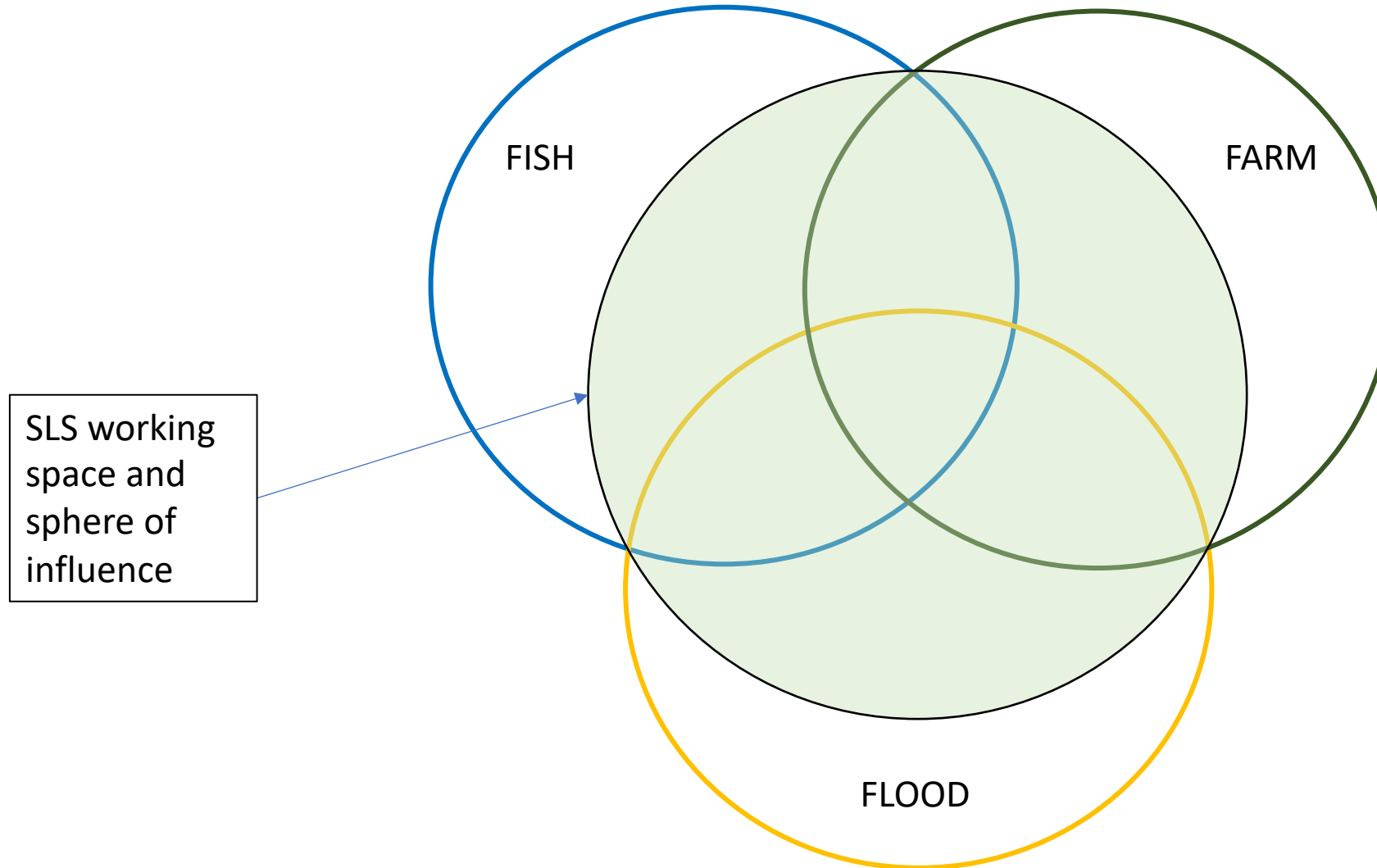
**SLS - A COALITION OF THE WILLING  
SEEKING MUTUALLY BENEFICIAL OUTCOMES**



| <b>Collaboration</b> | <b>Cooperation</b> | <b>Communicate</b> |
|----------------------|--------------------|--------------------|
| Mutual trust         | Mutual support     | Mission focused    |
| Vulnerability        | Transparency       | Notification       |
| Shared values        | Shared goals       | Organization goals |
| Interdependent       | Independent        | Independent        |
| Long-term            | Short-term         | Long-term          |
| Generating ideas     | Sharing ideas      | Telling ideas      |

Adapted from “The Difference Between Cooperation and Collaboration” by John Spencer (YouTube video)

## DEFINING THE WORKING SPACE



### Assumptions:

Everyone brings something to the SLS table in roughly equal amounts;

Everyone hopes to receive a return on their investment;

Everyone seeks mutual benefits and gains;

Acknowledgement that some authorities of each interest are outside the working space.

## WORKING WITHIN THE SHARED SPACE

### Questions:

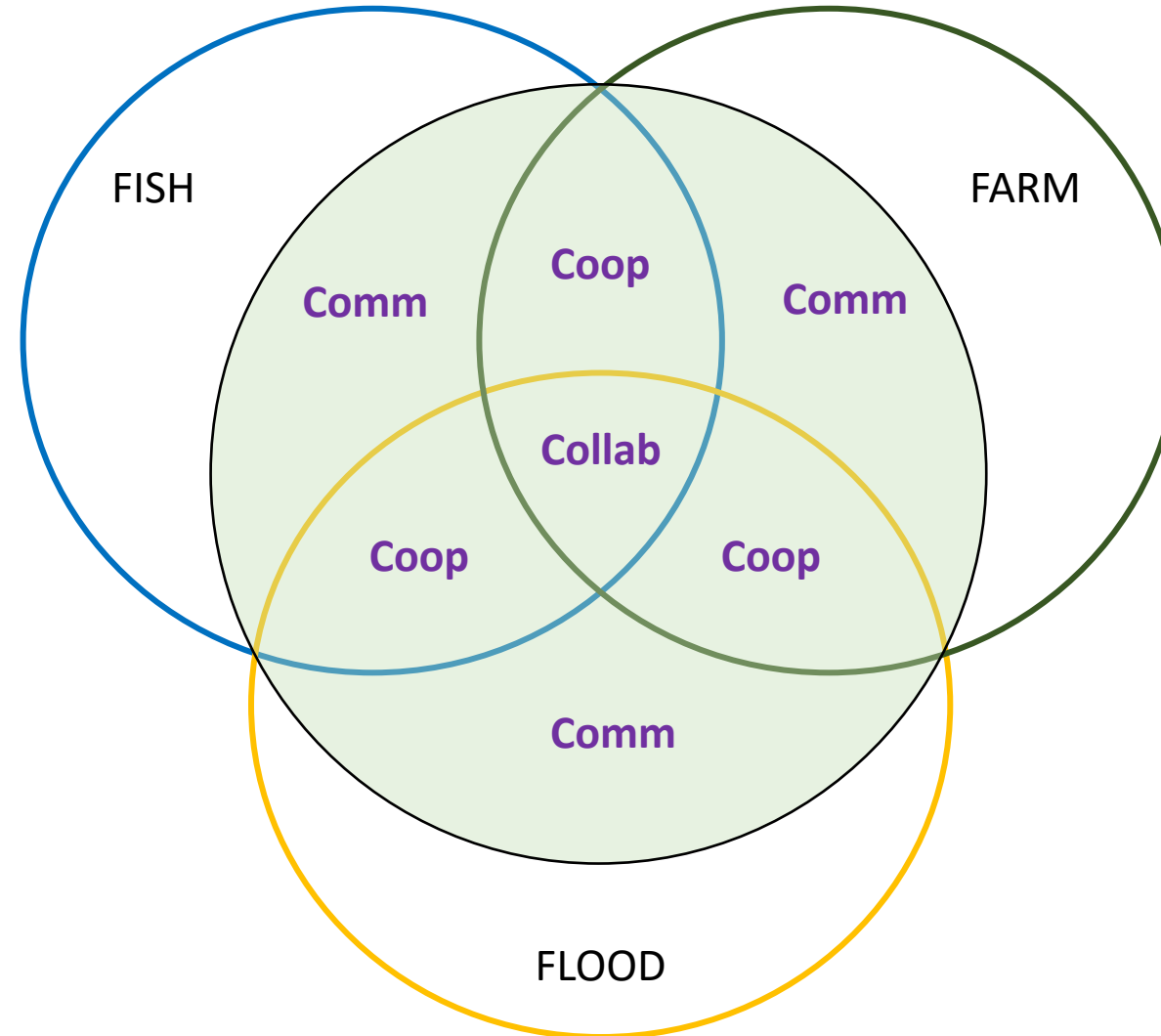
How **big** is the SLS working space?

What **efforts** are included from each interest in that working space?

How do you characterize the **relationships**?

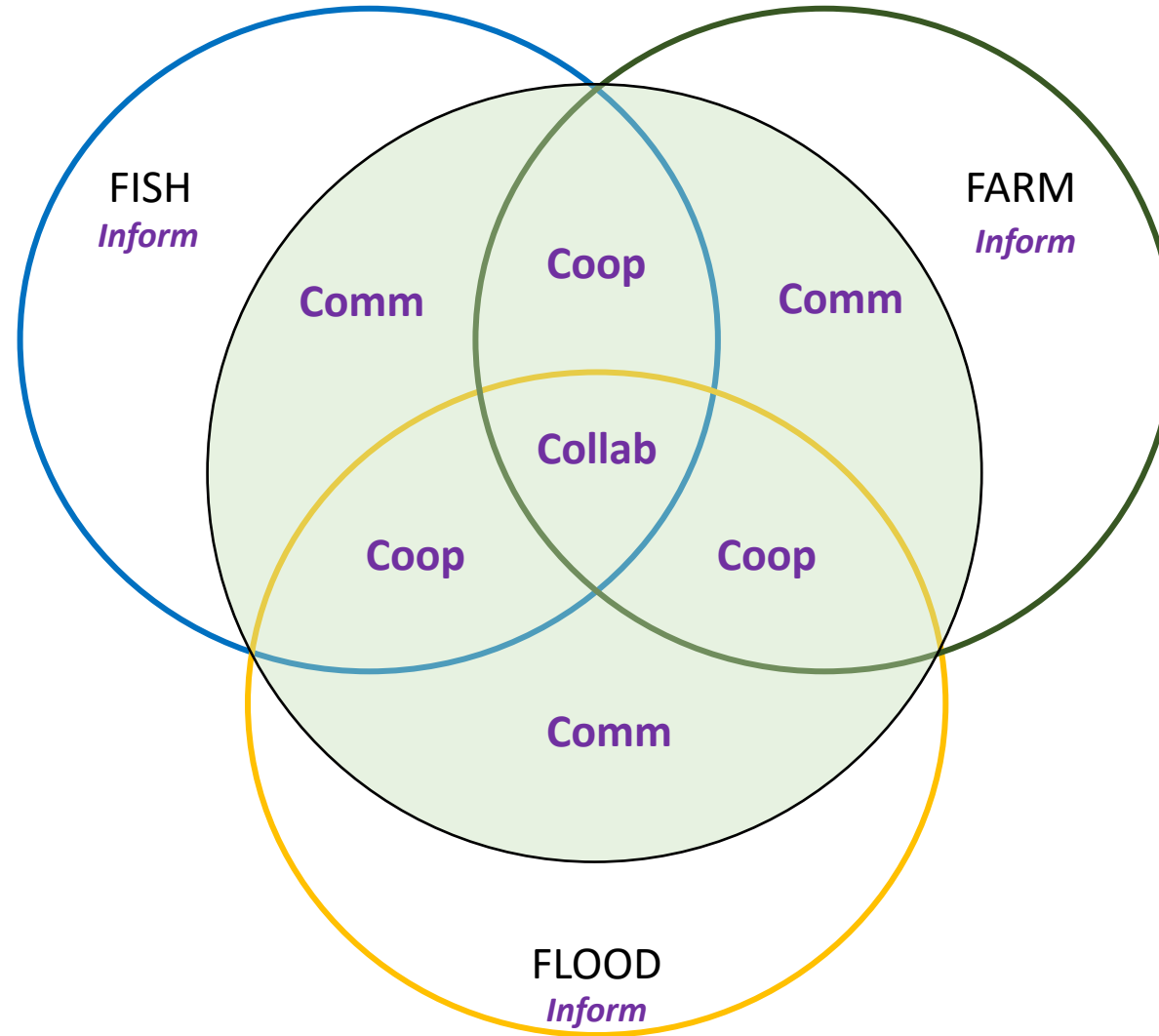
How does SLS **maximize** the size of the working space?

What defines **success** by acting within the working space?

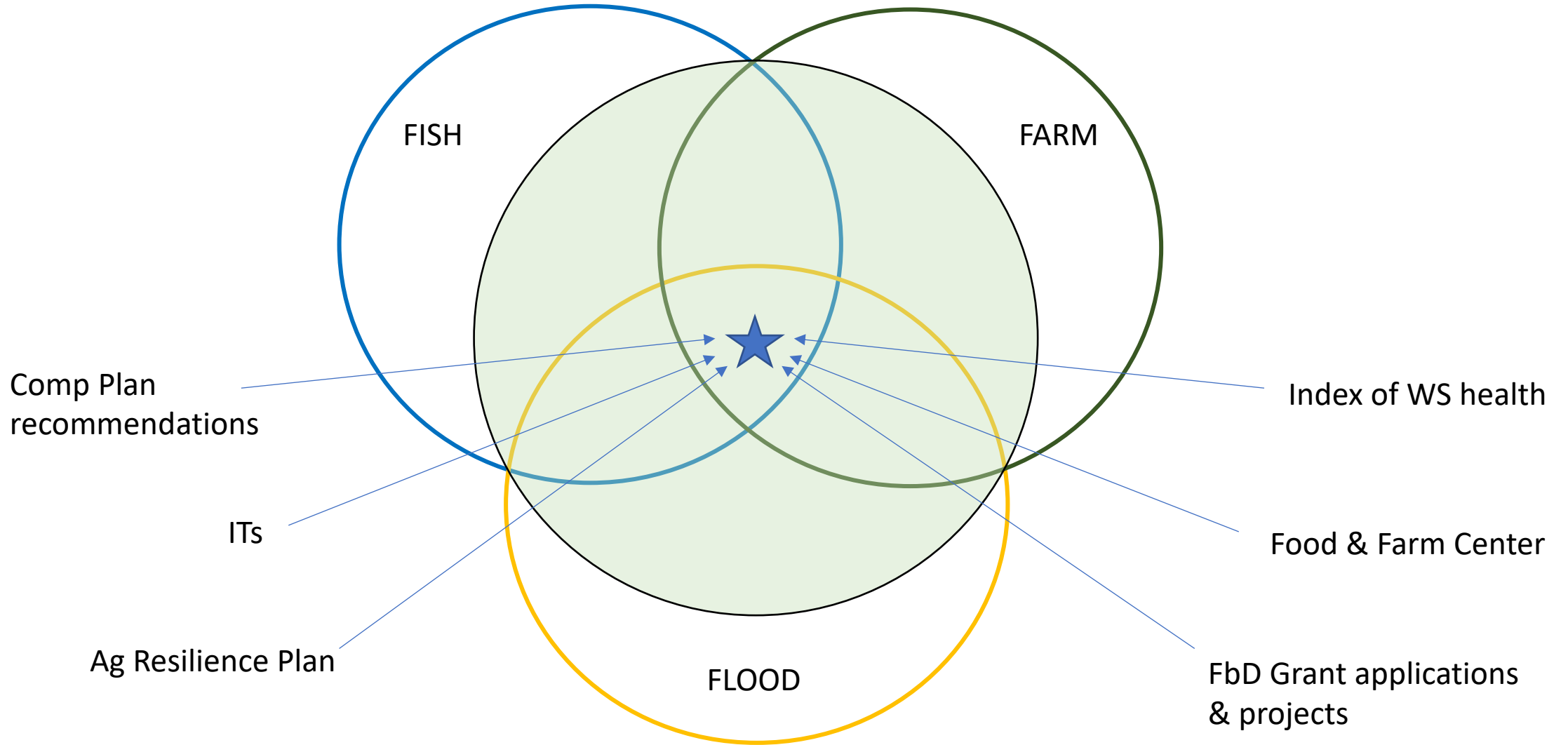


# BUILDING TRUST & MINIMIZING SURPRISES

While maximizing the working space, keeping other interests **informed** helps minimize surprises and build trust.



# EXAMPLES OF SLS COLLABORATION



# Exercise

- What will it take to expand the working space?
- What activities/programs are currently not in the working space, but could be?
- How do we determine that all interests are being mutually supported?