EXECUTIVE SUMMARY

Leadership is viewed as a source of competitive advantage for businesses striving to succeed in an interdependent global business environment. Building mutually beneficial collaborations across boundaries requires leaders who can negotiate multiple interests to create competitively advantageous relationships. Does collaborative leadership training provide participants with the type of negotiation skills necessary to better partner with others? This paper examines the experience of a long standing collaborative leadership training program and the impact of collaborative leadership training on negotiation skills among its practitioner participants.

Keywords: Competitiveness, Leadership development, Negotiation, Collaboration