

# CSS COLLEGIATE SALES SOCIETY

## **MEETING AGENDA**

This meeting will focus on the importance of teamwork and collaboration.

## RESOURCES TIPS & TEMPLATES

- How to achieve effective collaboration in the workplace
- Effective Team Collaboration Benefits, Strategies and Tools

#### **BLOGS**

- <u>Eight Ways to Build</u> <u>Collaborative Teams</u>
- Collaboration at work: The secret to getting better results



"The way to achieve your own success is to be willing to help somebody else get it first."

IYANLA VANZANT

American Inspirational Speaker

## TEAMWORK//COLLABORATION

Collaboration improves the way your team works together and problem solves. This leads to more innovation, efficient processes, increased success, and improved communication.

Through listening to and learning from team members, you can help each other reach your goals. It takes hard work and a bit of time, but collaboration is worth it for the benefits your team will gain.

## ACTIVITY:

SHARK TANK | COLLEGE STYLE

Shark Tank is a great way to get ideas flowing while also teaching teamwork and collaboration among peers. Work together in groups of two or three to come up with a unique invention.

You should prepare a sales pitch for the invention as well as a description of cost, purpose, and how to use the invention. Make sure to have mock judges in place who are impressed enough to potentially invest!

## DISCUSSION QUESTIONS

- The word "collaboration" can mean different things to different people and, therefore, can lead to ambiguity and misunderstanding. What does collaboration mean to you?
- What are some reasons that someone might be cautious or reluctant to invite other people to be involved?
- What are some examples of situations that might not require collaboration and other situations that deserve full collaboration?