Leading by Convening
Bringing It All Together

Give Value First

Give Value First means to "enter a new relationship without contingencies…enter as though you are already partners."

—Jeffrey Gitomer

Think About It

What does it look like to approach collaboration as if you are already partners?

Some experts recommend that as collaborations develop, a formal arrangement should outline expectations and commitments. In your view, is Give Value First consistent with formal agreements about responsibilities within collaboration? For you and your partners, what level of formality feels right?