

# Influencing academic decision-makers for better process outcomes

## Lateral Leadership in action

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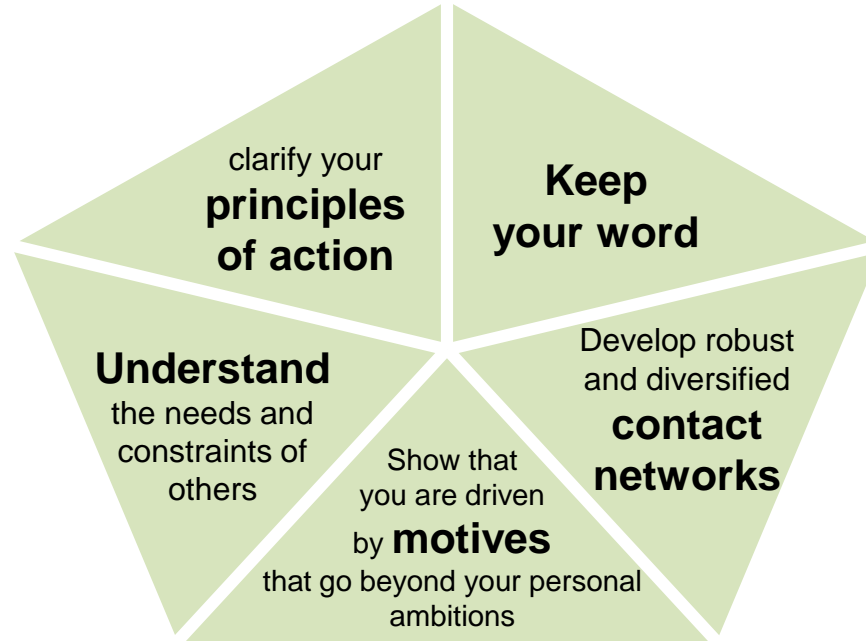
# What is Lateral Leadership?

Lateral leadership can be characterised as

*“The ability to influence and mobilise people outside the scope of one’s authority.”\**

# Developing lateral authority

## Five drivers of lateral authority



# Obtaining Lateral Cooperation

## Five key drivers of cooperation

- Adopt a **partnership** mindset
- **Integrate the objectives** of the other constituents
- Identify suitable **currencies of exchange**
- Managed the **perceived balance** of the relationship
- Cultivate **quality relationships**

# Obtaining Lateral Cooperation

*“There is nothing natural about lateral collaboration.”\**

**Challenge 1:** Antagonistic objectives and constraints

Reconcile immediate operational constraints

**Challenge 2:** Unbalanced relationships

Establish mutually supportive and trusting relationships

**Challenge 3:** Complicated social legacy

Remove relationship roadblocks

# Rhetoric to Reality

Revised Course Approval Amendment and Review Policy & Process

Better upfront consultation and discussion, involvement of critical friends, subcommittees functioning more effectively

Shift of discussion in the process from administrative detail to a debate around quality, and a more strategic focus

# The Unexpected Opportunities

An equal partner in consideration and resolution of “the unresolved”

A willingness to engage with us around other “administrative burdensome stuff”

Currency and trust in our service delivery.

Enhanced credibility - seeking advice from us for policy work in other areas

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# Lateral Leadership

*“If we find out what they need and help them to meet that need, we can get what we need.”*