

Teaming Matrix by Mike Lerario

In any situation where you have a team, you must decide what is important to you:



Value vs. Growth



Immediate results vs.
Long term improvement



Team building vs. Teamwork



Win-Win vs. Win-Lose

Your decision will dictate an **objective** that is oriented on the process or the outcome and a **method** that is either collaborative or competitive...

Outcomes

Process

Collaborative

Competitive

- 1
- **Value**
 - **Immediate or Long Term**
 - **Team Building**
 - **Win-Win**

- 2
- **Value**
 - **Immediate**
 - **Teamwork**
 - **Win-Lose**

be the
FULCRUM

- 3
- **Growth**
 - **Long Term**
 - **Team Building**
 - **Win-Win**

- 4
- **Growth**
 - **Long Term**
 - **Teamwork**
 - **Win-Lose**