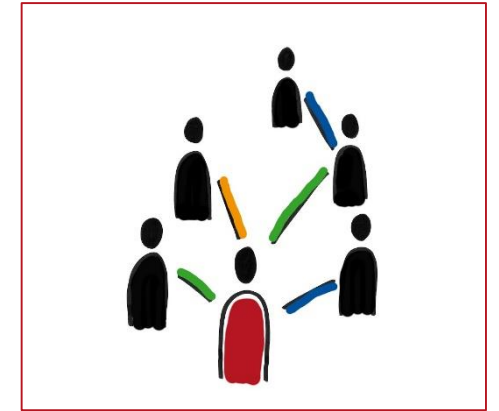


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Contribution entra:

„It's not necessarily lonesome at the top!“ –
Facilitated exchange for managers of
advisory organizations



Summary

Open and systematic exchange on management questions between managers of advisory organizations can be very useful. In practice, it happens however quite rarely. The innovation story shows how such exchange can be initiated and facilitated and which aspects should be considered. On a more general level it will be shown how networking and exchange can be a driving force of innovation processes.

Innovative Points

The following questions will be approached:

- How can contacts and exchanges be organized between managers of different organizations?
- What are the ideal framework conditions to allow such type of networking?
- Which factors are crucial for the initiator and facilitator of such a process?
- Which concrete innovations in the advisory sector could be introduced so far by organizing such exchanges?

Driving Forces

Which were the main driving forces of this innovation:

The starting point of the innovation was the engagement and curiosity of the initiators. They had a strong personal mission to improve advisory work. It was helpful that there was a small team of sympathizers who helped them to keep the fire burning. A second important key factor was their entrepreneurial interest and available resources and competencies “to develop products and to provide services” from innovative ideas. They benefitted from an organizational framework, allowing them to check out new ideas and to take entrepreneurial initiative. In order to plan and to carry out the exchange meetings facilitation skills were crucial.

Activities and Results

- Several excursions, conferences and meetings on advisory management
- Implementation of innovations in several advisory organizations. Examples are ...
 - Introduction of coaching methods in advisory work
 - Development of tools for strategic advice in small and middle sized farms, meanwhile implemented in several organizations in Germany and Austria
 - Concepts and best practice for teamwork and cooperation between advisors
- Continuation/relaunching of exchange meetings?



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