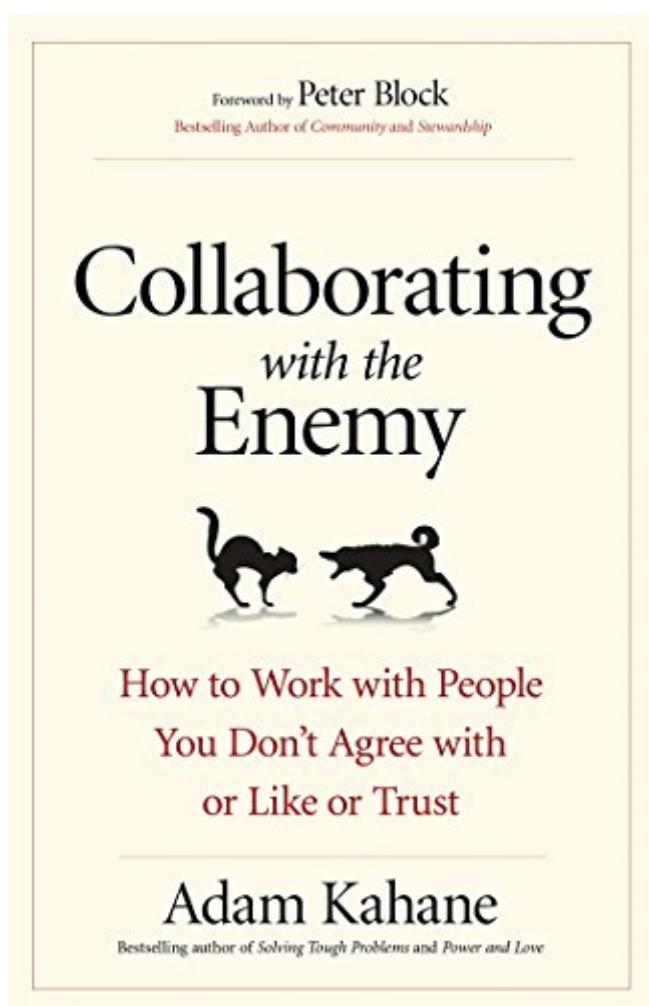


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# Collaborating With The Enemy: How To Work With People You Don't Agree With Or Like Or Trust



## **Synopsis**

Collaboration is increasingly difficult and increasingly necessary. Often, to get something done that really matters to us, we need to work with people we don't agree with or like or trust. Adam Kahane has faced this challenge many times, working on big issues like democracy and jobs and climate change and on everyday issues in organizations and families. He has learned that our conventional understanding of collaboration—“that it requires a harmonious team that agrees on where it's going, how it's going to get there, and who needs to do what”—is wrong. Instead, we need a new approach to collaboration that embraces discord, experimentation, and genuine cocreation—which is exactly what Kahane provides in this groundbreaking and timely book.

## **Book Information**

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## **Customer Reviews**

For all the wisdom Kahane imparts in this small volume, the greatest gift is his own story, his collaboration with his own inner enemies of patriarchy, arrogance, certainty, and privilege. He tells of the pain and humiliation that opened the way to new possibilities. As we sit in this time with many

clamoring for isolation and increasing armament, he speaks of those around the world who are now on the far side of decades long conflicts and their ability to finally come together. If we learn and use the lessons from this book we will find ourselves able to come together without the need to slaughter each others' children first.

The essential teachings of Jesus for me is The Sermon on the Mount: "Love your neighbor as yourself", "Love Your Enemy as yourself", "Love one another as I have loved you" and the toughest one of them all: "Love yourself as I (Jesus) have loved you". Very simple but so difficult to practice. Adam Kahane's book "Collaborating with the Enemy" brings this much closer and makes it more possible to work with these concepts in our organizations and everyday life. Collaborating with the Enemy and people I don't trust shocks us out of selfishness, worldliness, self-absorbed, self-identified, self-righteous, self-absorbed and habitual ways. Adam's call for collaborating with the enemy is the plausible step. It helped me understand how to bridge it in a practical way. First, it is a choice and not having one right answer is freeing and it does leave room for other's right answers. Being in branding and marketing I am very accustomed to research, strategy, plan of action, deployment, results, etc. Shifting in thinking from rational ordering of SWOT analysis, problem-solution-plan-results way of being and allowing the "Presencing" of the U to happen. It is freeing when Adam says, often it's not what we do but how we do it. Equally freeing, understanding what Adam explains "Stretched" collaboration and this is not the magic pill, collaboration is not always the only option and we still have the options to adopt, force or exit. The philosopher Gurdjieff in the turn of this century warned, humanity had entered a precarious new period in its evolution. Humanity as we know it would be destroyed, Gurdjieff warned, unless the 'wisdom' of the East and the 'energy' of the West were harnessed and used harmoniously" he introduced to the West a unique and powerful esoteric teaching of self-transformation. Gurdjieff called it The Fourth Way. Adam Kahane's "Collaborating with the Enemy" will help humanity in this direction. It is a must read for anyone who is interested in gaining better insights and the tools to improve their collaborative efforts in their life both personal and corporate / organizations. The exercises at the end of each chapter makes it easy to practice and implement the ideas.

This is a breakthrough book. And in this era of unprecedented polarization and volatility it should be required reading for all. It will not only change the way we think about collaboration, it will also set a new standard for how one embarks on collaboration in the most conflictual of situations. Adam

Kahane takes us from grand theories to practical steps we all can apply in our personal and professional endeavors. Most books make promises. This book delivers! Adam Kahane taps his enviable experience over a long career addressing some of the world's most pressing and seemingly refractory problems. With humility and openness, he shares his reflections and learnings on what worked and what didn't work and what he could have done differently. His new insights for working constructively with people we don't agree with, like, trust or consider the enemy really work! I say having first hand experience seeing him and his team deal with such thorny issues as concentrated urban poverty and related inequities in the inner city. I found myself deeply influenced, motivated, and inspired concluding that real systemic change is possible. He offers a fundamentally different look at dialogue and conversation, desperately needed in these polarized environments. And no one makes the challenges of what he refers to as "stretch" collaboration more understandable and manageable. There is no better time than now to immerse oneself in *Collaboration With The Enemy* – a time when collaboration is increasingly difficult and increasingly necessary. –Victor Garcia MD, Co founder CoreChange

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