

## A MAJOR RESEARCH-DRIVEN PHARMACEUTICAL COMPANY

### **Problem**

This client is one of the leading pharmaceutical companies in the world. The company's training department decided to include contractors in a workshop in an attempt to encourage more cooperation in planning projects. A traditional adversarial relationship existed between the department and its contractors. Teamwork skills were sorely needed to increase productivity and speed project completion.

### **Solution**

Palatine Group delivered a training workshop which focused specifically on teamwork and proactive planning. The workshop was especially designed to provide a directed but safe environment in which to come to terms with longstanding issues and problems. Company managers and contractors worked together to plan, implement and control projects on a cooperative basis.

### **Results**

Company managers and contractors learned that they could work most effectively not as adversaries but as teams. They developed a richer awareness of one another's roles, responsibilities and needs. Creating a positive and proactive working relationship with contractors has freed the company to focus on implementing enterprise-wide initiatives that will make them even more competitive and productive in the year 2000.

### **About Palatine Group**

Founded in 1976, Palatine Group is a leader in Project Leadership and Project Management simulations and technology-based learning solutions.

For 30 years, Palatine has helped its clients accelerate their organization's performance, providing measurable results, along with increased profits. Palatine has trained over 50,000 managers, and is the first private company to launch computer-based business and project management simulations.