Sharing Risk at 8100 Feet

Factiva Global Government Systems, a joint venture between industry giants Dow Jones and Reuters, held a very successful Team Building and Strategic Planning Summit with Team Results at Beaver Creek, Colorado, in January 2006.

Factiva is one of the world's leading providers of tailored news feeds, news analysis and open-source information. Their services are in increasing demand from the State Department, Defense, Intelligence and other areas of the U.S. Government. To cope with this demand, the Global Government Systems Division was formed under the leadership of Director Tony Hall.

Based in Washington DC and with branches in Princeton NJ and London, the Factiva Global Government team needed to combine two normally disparate things in just one day and two half-day planning sessions.

First, a high-performing Sales and Support team of 21 people needed some practical, real-world team productivity benefits that went beyond the usual games and debriefs and delivered tangible business results.

Second, the team also needed to do some hard-nosed and very specific planning of tasks, issues and dollars so that they could meet the high demand for their services in the coming year.

Team members Tejal, Betsy and Dave manage their part of a Team Project at 8100 feet altitude.

"It was the best session of it's type I've ever attended", said Solutions Specialist Dave Beck. "We actually achieved something - and we had fun!"

"The results were excellent", confirms Director Tony Hall. "We've now added (Team Results USA staffer) John Kolm to our team and we'll work together for the next year to deliver on our plan."

As a measure of both confidence and innovation, Team Results USA is sharing financial risk with Factiva in this plan. "They were the only ones confident enough to put some of their own skin on the line along with our own", concludes Director Hall. "I liked the ethics of that."

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