

The power of collaboration and effective leadership in agriculture

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Presentation Highlights	
Key Points	Further Information
Australia's big income earners	<ul style="list-style-type: none"> • Gas • Tourism • International education • Wealth management • Agribusiness
KPCA	<ul style="list-style-type: none"> • Established April 2015 • Represented 180,000 cattle • 5 key strategies <ul style="list-style-type: none"> - Bringing in R&D - Bringing in innovative supply change – price makers instead of price takers - Development of leadership programs - Collaboration with other groups to help achieve other four strategies
GGA	<ul style="list-style-type: none"> • What are other groups doing? Governance, membership prices etc.
Collaboration	<ul style="list-style-type: none"> • Each person has particular experiences • If you can collaborate – access to more information, share resources • Together benefitting the people you represent – lose sight of that, lose relevance and groups die • Taps into unconscious incompetence • Makes you drop your ego, acknowledge people have different knowledge to share
How do you do collaboration?	<ul style="list-style-type: none"> • So many groups in the northern part of Australia • Phone hook-up – 2 hours – every organisation on the call had 5 minutes to discuss themselves – what grants are available • Fire management program (2 workshops) instead of small little events – well promoted – delivering development for pastoralists in the region • KPCA may not earn money from the workshops, but overall they will be benefitted from the workshops and development • Don't worry about the money for now – look forward and develop the group • 2-3 times a year phone hook-up: collaboration with all groups in the GGA to know what each group is doing and can work together
Leadership	<ul style="list-style-type: none"> • Doing things differently, doing things new – pushing the boundaries • You learn from pushing the boundaries – there will be people that don't like what you're doing • If you've got good leadership you can do anything • CAN – communication, authenticity, networks – without these you cannot be a leader <ul style="list-style-type: none"> - Communication: Must have this, for conflict management, development etc. Fundamentally underpins the industry, everyone in agriculture has a role to play, language we use creates

	<p>perceptions and change people's buying habits, stimulate people to buy Australian products</p> <ul style="list-style-type: none">- Authenticity: Acknowledge your vulnerabilities, empower someone else- Networking: Most powerful skills to have, recognising capacity of your network, drive, energy, passion
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