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Working Together: Theories and Thoughts on Collaborative Capital
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Mijnheer de Rector en Mijnheer de Decaan van de School of Business and Economics

Gewaardeerde collega’s,
Lieve familie en vrienden,
Geachte toehoorders,

Working together and sharing a common direction

Many large birds, such as geese and pelicans, fly together in V-formation. By flying in V-formation, the birds flying in front create an updraft for the ones that are following. In this way, birds reduce power demands and spend less energy on their long flights. Pelicans flying in a V-formation can glide for extended periods using the other birds’ air streams. Geese flying in a V-formation can travel up to 70 percent further than when flying alone. On long flights, the goose flying in front of the formation will eventually drop back to take a lower place in the V where the flying is easier. Then, another goose will take over the front position. Flying in V-formation also enables geese to monitor each other and provide help when necessary. If one goose drops out of the formation completely, for being sick or whatever reason, at least two of the other geese also drop out to help and to protect the ailing one. Geese communicate when they fly and, as far as we know, geese can make at least ten different calls. They alert each other regularly and they “honk” to indicate that it is time for a rest. They “honk” to their companions about likely landing locations and they “honk” to warn each other of potential danger (Muna & Mansour, 2005). One could say that flying together in a common direction is what makes geese and pelicans arrive at destinations out of reach for any bird travelling on its own.

Geese and pelicans, as these examples show, excel in working together in teams. Teamwork, which is what this lecture is about, refers to exactly this: working together and sharing a common direction. By working together, team members can achieve goals in ways more efficient and effective than by working alone. By working together, teams can create and tap resources that are non-accessible to individuals working in isolation. In this lecture, I will focus on how team members working together tap these resources and create, what is called, collaborative capital. Much research has already been done on the factors that are important for building collaborative capital. I will draw on some of the topics from my own research in this area and elaborate on these examples. At the end of this lecture, I will focus on future research avenues and how research in this field can help theory development and inspire teamwork in organizations.
Working together in teams

A team is as “a distinguishable set of two or more people who interact dynamically, interdependently, and adaptively toward a common and valued goal, object, or mission, who have each been assigned specific roles or functions to perform” (Salas, Dickinson, Converse, & Tannenbaum, 1992, p. 126-127).

Formal work teams are groups of individuals who share responsibility for specific outcomes in organizations. Within organizations, we can see numerous types of formal work teams: task groups, project teams, committees, quality circles, and top managements teams (Raes, Heijltjes, Glunk, & Roe). As teams are becoming the basic building block of organizations, the effective functioning of organizations is nowadays heavily dependent upon the capabilities of teams (Mathieu, Maynard, Rapp, & Gilson, 2008). In the Netherlands, around 70% of organizations use formal work teams, making the Netherlands one of the countries in the European Community where teamwork is relatively common. On average, around 58% of organizations in the European Community rely on teamwork (European Foundation for the Improvement of Living and Working Conditions, 2007).

As is the case with geese and pelicans, teamwork in organizations also makes it possible to achieve goals more efficiently and more effectively than when working alone. By working together team members create so-called collaborative capital (Beyerlein, Beyerlein, & Kennedy, 2005), referred to as (group) social or relational capital (Leana & Van Buren, 1999; Oh, Chung, & Labianca, 2004; Van Emmerik & Brenninkmeijer, 2009). Collaborative capital is the configuration of the social relationships within the team through which necessary resources for the group not only can be accessed but also can be created. Collaborative capital is different from individual-level social capital because it is shared between the team members. It is also a way of examining in greater depth how social relationships within teams are related to group outcomes, such as knowledge sharing behaviors. Collaborative capital refers to the creation of resources embedded within, available through, and derived from the relationships of team members. Importantly, collaborative capital leads to more team learning (behaviors through which team members seek to acquire, share, refine, or combine task-relevant knowledge of teams; Van Der Vegt and Bunderson, 2005) which, in turn, positively relates to team outcomes.

Often, humans working in teams do not match geese and pelicans in their capacity for teamwork, but we can observe similarities. Some of these similarities include (Muna & Mansour, 2005; Whetten & Cameron, 2008):

- In effective teams, members will be more effective working together than when working alone. Like geese, effective teams most frequently outperform even the best performing individual.
- Team members depend on each other when performing tasks. Like geese, the productivity and efficiency of an entire unit is determined by the combined efforts of all its members.
- Like geese, team members desire to belong to a (specific) team and they value the advantages of belonging to a team.
- Like geese, in effective teams, members can trust each other and team members care for and support each other.

Theories and Research on Collaborative Capital

In the following part of this lecture, I will elaborate on different features of working together and the creation of collaborative capital from an Organizational Behavior point of view.¹

At first sight, one may think that Organizational Behavior is about the behavior of organizations. This, however, is not in line with the all-embracing definition of Organizational Behavior. Instead, Organizational behavior focuses on the human behavior within organizations. For example, if we were to study the organizational behavior of Maastricht University, we would include the characteristics of individual employees, the formal relationships between individuals, and how individuals within Maastricht University relate to each other in work teams and in informal gatherings. We would study how individuals think and feel about their work, how committed they are to Maastricht University, and how engaged they are in their work. In addition the values, goals, and

¹ In the field of Organizational Behavior, the word capital is used frequently (e.g., human capital, psychological capital, and social capital). Capital refers to all kinds of resources found, created, and sustained within organizations. The creation of resources among team members has been described in the organizational literature with the nebulous term social capital and more recently somewhat more specific as collaborative capital (Smith, 2005). The term collaborative capital will be used throughout this lecture because it is more specifically focusing on the creation of resources by team members working together.
While the size of a team is essential to the creation of collaborative capital and the attainment of team goals, it is not trivial to determine the optimal team size. Optimal team size depends on many things, such as, the task at hand, the required amount of coordination, and the level of education of the members. Still, one rule of thumb is that teams should have between six and ten members (De Janasz, Dowd, & Schneider, 2006). Normally, this is large enough to accomplish the work and provide enough resources and ideas, and small enough for team members to care, to support each other (Van Emmerik & Peeters, 2009), and to grow together in order to create collaborative capital. Again, it appears that work teams cannot match the team work capacities of their counterparts in the wilderness; geese are known to form flocks that may vary between twenty and more than three thousand geese (Amano, Ushiyama, Fujita, & Higuchi, 2006).

Composition of the Team: Demographic Diversity and Deep Diversity.

More complex than size, is the composition of the team. Within teams quite different and diverse employees can be brought together. Team members may incorporate a variety of ideas and ways of working, and may represent different backgrounds and expertise. Indeed, working in a team most frequently requires a variety of competences, skills, and knowledge. Given this need for different expertise, it seems reasonable to propose that heterogeneous teams will do better in building collaborative capital.

Consider a team of doctors. Let’s assume that members of this medical team are about the same age, all trained in medicine, and all male. They form a team that is highly similar in demographics or to put it the other way around, they score low on heterogeneity. One of the best examples of how such demographic similarity may affect team functioning and the creation of collaborative capital is the ratio of men and women in a team. In her seminal work on gender ratios, Kanter (1977) argued that particularly the proportion of women in predominantly male groups (tokens) leads to different dynamics in teams. She advocated a stronger numerical representation of women in management. Ever since, the proportion of women in managerial positions has attracted attention as one of the structural properties that may affect leadership behavior, as well as opportunities to create collaborative capital.

2 This example is adapted from Harrison, D. A., & Klein, K. J. (2007). What’s the difference? Diversity constructs as separation, variety, or disparity in organizations. Academy of Management Review, 32(4), 1199–1228.
Although originating in the seventies, the ideas of Kanter are still present today. A recent study, building on her ideas, showed that if one wants to change leadership styles in a company, it is good to know that men are sensitive to the gender ratio and act accordingly by changing their leadership style (Van Emmerik, Wendt, & Euwema, 2010).

Deep Similarity. Next to demographic similarity, we also recognize another type of diversity called deep similarity or conversely deep diversity. Think again of the team of doctors. Consider doctors who differ in their ideas about how to cure patients. Some of the medical experts may favor clinical trials adhering to the tradition of conventional medicine. Some other doctors on the team may hitch onto herbal medicine and belief that patients might be harmed by using poisoning substances like conventional medicine. Still others in the team may favor acupuncture to cure medicine and don’t want to use any medicine or herbs.

This type of difference, evident in different paradigms of how to cure patients, is referred to as deep (or deep-level) diversity. This type of diversity concerns the rather invisible differences in values, attitudes, preferences, and beliefs of team members. To measure deep similarity scholars would ask people how much they identify with team members who are similar to themselves with respect to different characteristics (Van Emmerik & Euwema, 2008). Characteristics, for example, would include; sharing the same vision, having the same passion for the job, feeling the same love for being a teacher, working in the same way, and sharing the same goals.

If measured in this way, it was found that deep level similarity was more important than demographic similarity for creating collaborative capital. Importantly, teams may benefit mostly from deep-level similarity when working in an environment where employees do share and do exchange common experiences, knowledge, and values (Van Emmerik & Brenninkmeijer, 2009).

Relational Properties Important to Explain the Creation of Collaborative Capital

Next to the size and the composition of the team, processes and relationships within teams are important aspects that help explain the creation of collaborative capital.

Communication. The first relational property is communication within the team. Communication is important for creating and sustaining collaborative capital because it provides team members with various benefits, such as information, influence, and control. Team members can improve their team’s collaborative capital if they interact and share their expertise and use their collaborative capital.

In the literature, we come across the term shared mental models (Nahapiet & Ghoshal, 1998). This term describes one of the most important underlying mechanisms of effective teamwork. Shared mental models are knowledge structures team members rely on to organize new information, to describe and explain the work to be done, as well as to guide their interaction with other team members. A shared mental model reflects the team objectives, team mechanisms, individual roles, individual responsibilities, and relationships among employees (see Mathieu, Heffner, Goodwin, Salas, & Cannon Bowers, 2000). As such, the constructs collaborative capital and shared mental models have much in common.

Social networks. Another aspect of relationships within teams important to the creation of collaborative capital is the social network. With this, I don’t mean Facebook, Hyves, or Linkedin. Instead, I use the term social networks to refer to the social relationships of people at work. Social networks are important to collaborative capital because the development of collaborative capital takes place in the work-related social networks of team members. In such social networks, team members share resources such as information, assistance, and guidance conducive to the creation of collaborative capital.

One good way to illustrate how the creation of collaborative capital depends on social networks is by looking at gender differences. Greater success of men in the creation of collaborative capital has been attributed to their more effective use of informal networks. In this context, networks are often referred to as old-boys networks. In such men-only networks, the creation of collaborative capital is facilitated by the homogeneous composition of the network. That is, in the old-boys network members are about the same in age, hold similar positions, and of course are of the same gender. Maybe then, as some have suggested, women need women-only networks to access resources that otherwise remain hidden. Research shows that women do engage in networking. In fact they do engage in all sorts of networks, e.g., networks of young employees or diversity network. However, women seem to
target primarily formal networks. Further, women seem to gain less collaborative capital from their networking activities than men (see Van Emmerik, Euwema, Geschiere, & Schouten, 2006).

However, it may not only be the homogeneity or heterogeneity of the networks that makes it more difficult for certain people to create collaborative capital, but also differences in the contents of the collaborative capital. A distinction can be made between two broad categories of collaborative capital (Van Emmerik, 2006):

- **Hard collaborative capital** refers to the creation of task-oriented resources that can be used to achieve valued career outcomes. Hard collaborative capital develops from the exchange of job-related resources. For instance, the creation of hard collaborative capital can be recognized in getting an important and prestigious assignment or funding/sponsorship.

- **Soft collaborative capital** refers to resources that can be used to get socio-emotional support. It refers to relationships that involve the exchange of friendship and social support. Soft collaborative capital is characterized by high levels of closeness and trust. Soft collaborative capital, such as counseling, friendship, and modeling, helps team members to develop self-esteem and professional identity.

Research shows that indeed both men and women can use resources in the work context to create hard and soft collaborative capital. Men are better able to create hard collaborative capital than women. Conversely, one may expect women to outperform men in the creation of soft collaborative capital. This, however, finds no support in research: Women do not appear to be better in the creation of soft collaborative capital. Hence, they are not the emotional specialists old stereotypes would make us believe (Van Emmerik, 2006). Well, six of one, or half a dozen of the other, much research can be done in this area.

**Cohesion.** In addition to communication and networking, there is also a more structural property that helps explain how social relationships can facilitate the creation of collaborative capital, that is, cohesion. Team cohesion seems to open opportunities for creating collaborative capital. Team cohesion is the degree to which team members feel attracted to a team, want to remain part of the team, and want to interact with one another in pursuit of common goals (Harrison, Price, & Bell, 1998). Cohesion facilitates the creation of collaborative capital. Yet, cohesion may also have a downside. It appears that too much cohesion prompts for a more restricted normative environment which may have detrimental effects on cooperation (see Gargiulo & Benassi, 2000).

**Explaining the Creation of Collaborative Capital by Contextual Conditions**

One may think of communication, networking, and cohesion as rather straightforward means to create collaborative capital. More indirect ways to create collaborative capital are anchored in the work environment and range from leadership and support from the environment to team climate.

**Leadership.** Leadership is one of the most prominent contextual factors that affect the creation of collaborative capital. Leaders can help teams to create collaborative capital by promoting team learning, by helping teams solve problems, by supporting the social climate, and by providing resources to the team (Morgeson, DeRue, & Karam, 2010). To the extent that leaders encourage collaboration, facilitate open communication, and provide a trustful and enabling work environment, collaborative capital can grow.

**Human Resource Management.** A second contextual factor important for collaborative capital is the management of human resources. Human Resource Management fosters social networking and helps building collaborative capital. For instance, Human Resource Management practices may facilitate the development of advice relationships between team members (Van Emmerik, Schreurs, De Cuyper, & Jawahar, 2011).

**Team Climate.** Less tangible than leadership and human resource management is team climate. Team climate refers to the perceptions of the work environment team members share. Such team context factors may exert strong influences on individual attitudes and behaviors, as social information processing theory would suggest (Salancik & Pfeffer, 1978). In line with this research, team climate can act as a powerful facilitator for the creation of collaborative capital. A so-called supportive team climate reduces the risk that team members suffer from burnout and increases the chance that team members are engaged in their job (Van Emmerik, 2006).
Norms form one aspect of team climate. Norms are informal rules of how to behave. Norms help control the behavior of team members because norms specify the behaviors members should engage in and should not engage in. Teams typically provide their members with explicit expectations and rules on how to get the work done and how hard to work. Such norms affect the performance outcomes of individuals and of the team as a whole.

People in a team implicitly or explicitly communicate to each other what is acceptable behavior, and monitor each other’s behavior to make sure everyone is conforming to the ideas of the team. This is key to controlling the group. Teams enforce norms by rewarding those team members that conform to the norm and disciplining team members that break the rules. Consider for example a restaurant (George & Jones, 2008). Waiters and waitresses may develop norms on what is appropriate and inappropriate behavior; while it is appropriate to inform colleagues of customers waiting for their check, it would be inappropriate to take each other’s tables. It is easy to see that such norms help the group to function effectively and to earn the best tips possible. A waiter or waitress who goes against the norm by stealing tables to earn more tips might be brought to the attention of the restaurant manager and may eventually be fired. Waiters and waitresses who conform to the norms are rewarded with support from their colleagues. When norms exist, team members do not have to waste time thinking about what to do in specific situations. The prevailing norms guide members’ actions and specify how to behave.

Another intriguing example of how norms may control behavior can be found in the literature on emotional labor which describes how people act out emotions. *Emotional labor* is performed through either surface or deep acting (Hochschild, 1979).

- **Surface acting** involves presenting emotions without actually feeling them. We all know examples of this, such as, the flight attendant who keeps smiling, the Disney crew member who keeps entertaining, and the call center agent who remains friendly over the phone, no matter what happens.

- **Deep acting** or authenticity applies when one experiences the emotions that one shows. Consider for example the doctor expressing genuine empathy for a patient when giving a terminal diagnosis.
Exploring Avenues to Additional Research in Collaborative Capital

Now that I have reviewed some critical topics in collaborative capital research, I want to look ahead to explore some avenues for future research. My focus is on three topics:

- Technological and methodological innovations;
- Using Human Resource Management to improve the effectiveness of diverse teams, and;
- Shifting from an individual to a team approach.

Towards Dynamic Models of Working Together in Teams

Theory building on team work is predominantly static and descriptive. Almost every textbook on teams refers to the model of team development of Tuckman (1965). This stage model of Tuckman describes a linear series of stages to capture team development. The model starts with a forming stage, where team members start working together and begin to function as a team. The next stage of storming is characterized by differences between the team members that may easily escalate into conflict. With time, however, storms will pass, and the next stage heralds the development of norms and rules about how to behave are established. Finally, the performing stage, with an emphasis on working together evolves.

Improving the Effectiveness of Diverse Teams

We saw earlier in this lecture that collaborative capital grows more strongly in homogenous teams than in diverse teams. However, in an increasingly globalized world, diverse teams will own the future. Hence, an important avenue for research is to understand and to illuminate how and when teams composed of people with different backgrounds, attitudes, beliefs, and cultures can optimally create collaborative capital.
Thus, to the extent that team work gains in importance, team monitoring and team interventions will need to move to the forefront of organizational research and practice (Van Emmerik, Euwema, & Bakker, 2007).

To ensure that the team performs up to its potential and optimally uses collaborative capital, teams need to be monitored. This will include evaluating the team's progress, the availability of resources, and the ultimate performance of the team (Morgeson et al., 2010). To that end, firms regularly use employee surveys and monitors. Many organizations devote substantial effort to monitor the performance and well-being of individual employees. Results of such individual-level monitoring can be used for individual diagnostics but also for team diagnostics and interventions (Van Emmerik, Guenter et al., 2011; Van Emmerik & Van Vuuren, 2011).

Future research, it stands to hope, will generate further insights into how to develop and use collaborative capital in optimal ways. Similarly, future research needs to provide more systematic insights into interventions which can be implemented to achieve team effectiveness.

I started this lecture with the flying geese example. By flying in V-formation, these birds use structural properties of the team to increase efficiency of their team work. On their long flights, geese will use relational and contextual features, like communication, helping, and taking care of each other, to improve their effectiveness of flying in a team. In this way geese share a common direction. By flying together they are more efficient and more effective in achieving their goals than by flying alone. I hope I have been able to show that the formal work teams that I have been talking about share many similarities with the teams of geese.

Such individual interventions may overlook how team processes are important to individual behavior. Theories trying to explain the generation of collaborative capital, however, all emphasize the importance of team-level phenomena for individual experiences at work and work outcomes (e.g., Bliese & Britt, 2001; Bliese & Jex, 2002; Devine, Clayton, Philips, Dunford, & Melner, 1999; Gully, Incalcaterra, Joshi, & Beaubien, 2002).

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Towards Focusing on Teams and Team Interventions

Finally, for years, research on organizational behavior has focused on the individual team member. Although informative, such research does not account for the direct environment, be it the team or the organization, in which team members work.

For example, the often used Job Demands Resource Model (Demerouti, Bakker, Nachreiner, & Schaufeli, 2001) argues that individuals are conducive to the effects of job demands and resources. In other words, the model focuses on how exposure to stress influences individual outcomes (see for instance Brenninkmeijer, Demerouti, Le Blanc, & Van Emmerik, 2010; Demerouti et al., 2001). The consequence of using such individual outcome models is that interventions also will be implemented at an individual level.

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Conclusie en Dankwoord

Gekomen aan het het eind van mijn les, wil ik graag weer in het Nederlands verder gaan en een opmerking en dankwoord uitspreken.

Probleem-Gestuurd Onderwijs

In deze openbare les is het vooral gegaan over onderzoek, daarbij voorbijgaand aan het feit dat onderwijs ook een essentieel onderdeel is van het takenpakket aan de universiteit. Voor wat betreft het onderwijs, is het credo van de Universiteit Maastricht Leading in Learning. Onderwijs dat vraagt om een heldere aanpak. Waarbij het vooral ook gaat om eigen verantwoordelijkheid van studenten. Het onderwijs dat we hier in Maastricht aanbieden is probleem-gestudeerd onderwijs dat wil zeggen dat studenten in kleine groepen onderwijs krijgen waar bij ze leren zelf verantwoordelijk te zijn. Daarnaast wordt vooral ook nadruk gelegd op het samen leren en hoe leeruikommen bevorderd kunnen worden in een klein team van studenten. Het onderwijs vindt dan ook grotendeels plaats in kleine groepen en maakt vooral geen gebruik van grote en massale hoorcolleges.

Het drie kwartier voorlezen van een rede, zoals de academische traditie vraagt, staat natuurlijk haaks op deze onderwijsfilosofie. Ook al betreft het zeker een mooi ritueel, erg effectief is het niet. Integendeel, vorige week hebben mijn studenten via presentaties nog weer eens heel veel overtuigend laten zien dat informatieverdracht via pecha kucha’s heel efficiënt is. In zes minuten tijd wordt informatie gecomprimeerd tot een multimedia informatiebom die eigenlijk veel beter past in deze tijd. Zeer waarschijnlijk had de inhoud van deze oratie prima gepast in dit format. Deze openbare les voorlezen is dus vooral een voorbeeld geweest van hoe het hoort in de academische traditie en hoe we het niet doen in het onderwijs.

Dankwoord

De Rector Magnificus Gerard Mols, de leden van het College van Bestuur, onze decaan van de School of Business and Economics Jos Lemmink, en alle overigen die aan mijn benoeming hebben meegewerkt, wil ik bedanken voor het vertrouwen mij gegeven.

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Inmiddels ben ik al weer anderhalf jaar hier werkzaam binnen het departement Organisatie en Strategie, en het is een exciting challenge!

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Een grote bron van inspiratie is de Organisatie groep waar ik Hoogleraar ben. Dit team heeft veel weg van de teams die ik hier voor besproken heb en we zijn hard bezig met het opbouwen van veel collaborative capital. Ik wil Ad, Bas, Bert, Boris, Desiree, Guy, Hannes, Jia, Maarten, Peter, Sara, Tom, en Ursula bedanken voor het enthousiasme, de steun en natuurlijk de uitdagingen die we elkaar bieden. Ik hoop dat we onze samenwerking nog lang kunnen voortzetten. Bert en Hannes wil ik speciaal bedanken.
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van onderzoek (in steeds moeilijker multilevel teamprojecten), voor het
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Lennart en Merel en mijn familie en persoonlijke vrienden. Lennart wil
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de haar kenmerkende, ook niet aan kracht afdoende zorgzame uitspraak
‘Hetty, heb je al…’ en dan komt de hele rij van wat ik allemaal nog moet
doen.

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vooral ook altijd mijn eigen lieve Joost.

Ik dank u allen voor uw aandacht.

Ik heb gezegd.

Referenties

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Working together: Theories and Thoughts on Collaborative Capital


Eindnoten
1 The introduction, text, and pecha kucha of this inaugural lecture can be found at http://hettyvanemmerik.com/index_files/WorkingTogetherInauguralLecture.html or http://tiny.cc/ty3fm

On this page you can find a link to the YouTube file of the introduction. Geese flying in V-formation as example of a perfect organized team. The movie clip is adapted from Winged Migration (2001). The version of Lou Reed’s It’s Just a Perfect Day is from the BBC cover - featuring a wide-array of artists. Artists include: David Bowie, Laurie Anderson, Elton John, Emmylou Harris, Bono among many others.

http://www.youtube.com/watch?v=sVxWyGMtkvc