

## 37. Cross-boundary collaboration is:

90% A. Extremely important

8% B. Somewhat important

3% C. Just another fad

0% D. Irrelevant - I do not deal with anybody  
outside my jurisdiction

## 38. What matters most for a successful collaboration?

17% A. Executive buy-in and support

12% B. Sound governance structure

46% C. Trust among stakeholders

7% D. Well articulated benefits

17% E. A CIO's charming personality

## 39. What CIO skill / trait is most useful in pulling off collaborations?

26% A. Negotiation

17% B. Political Savvy

39% C. Integrity

0% D. Technical Knowledge

17% E. Stellar Golfing Technique