



### **Tips on Teamwork for the Dairy Challenge**

1. Organize quickly. Help your captain by putting together a task list with assignments; while touring the farm, analyzing the farm data, developing the PowerPoint presentation. Divide into mini teams i.e. check calves, talk to farm professionals, and observe milking.
2. Share your knowledge and ideas. Brainstorming is a powerful tool in getting all the issues on the table so you can come up with consensus and top priorities.
3. You may have a passionate point of view about what a farm should do, but in the heat of the job it may be not worth pushing it from an ego thing at the expense of getting your team job done.
4. Be a participator. Don't just go along and let others do it all. And those wanting to do it all, let others help. You will all feel better with your results.
5. Many of you know some very precise protocols, but you will quickly find that farm managers may not do it exactly the way the book says, so don't get hung up if they give BST shots at 62 days versus 60 days or bed cows once a week versus twice. The important thing is that the cows are clean and respond well to the practices that the farm uses.
6. It is best to step back and try to see the big picture. At one farm the cows were overcrowded by 30% and the herd was milking 92 lbs per day. One group recommended to cull back to 100%. But, would that farmer make more money?
7. We all have deadlines we must live with. Some say this is the only way to get any job done. As a team, keep working efficiently with realistic goals. You may have to push each other for results. Do it in the spirit of cooperation.
8. Analyze and prepare as if you were making the presentation to the farm owners. Tell them what they might consider to improve the operation. Don't tell them how much you know.
9. Ask yourselves are our recommendations practical and profitable?
10. Presentations should be positive and recommendations made in a suggestive way.