**ABSTRACT**

The paper attempts to study the essence of organisational culture, singled out in line with the criteria related to inter-organisational collaboration and the competence essential for this collaboration. The paper proposes a new typology of organisational culture, comprising the following: the culture of avoiding of collaboration, competing culture, collaboration culture and agreement culture. The paper also introduces the notion of an organisation’s ability to collaborate and defines it as a particular combination of an organisation’s features leading to an efficient achievement of the organisation’s goals or contributing to the achievement of these goals to a great extent due to inter-organisational collaboration. Building cooperative advantage is considered as the main condition for achieving this ability. The paper also shows that in practice, the use of organisational collaboration as a management instrument encounters many barriers.