

POWERFUL CONVERSATIONS FOR BUILDING COMMITMENT

Overview

What if you could learn to engage yourself and others in conversations that are perceived to be difficult because of different points of view?

Those very dialogues and negotiations, when successfully maneuvered, offer the opportunity to forge powerful solutions and resolutions to long-standing and unresolved differences. If you are holding off on talking with someone to solve or resolve a topic that is keeping you or your team members from giving or doing your best at work, then you are ready to learn how to turn difficult conversations into powerful conversations.

This workshop provides field-tested tools and a straightforward, proven methodology for engaging in and facilitating authentic and constructive conversations.

Who Should Attend

Anyone who wants to increase his or her workplace effectiveness through better interpersonal communications

Benefits & outcomes

- Address and resolve differing points of view constructively
- Discover how to proactively discuss the topics that could empower you to succeed
- Learn how to communicate in a clear, consistent and forward-moving manner
- Transform stressful and seemingly difficult conversations into powerful interchanges to forge collaborative solutions
- Stay focused and centered to think and speak clearly and honestly during heated debate

Module 1: Introduction to Powerful Conversations

- The work you do through conversations
- What I leave unsaid...
- Lost opportunities
- The business case for powerful conversations

Module 2: Emotions and Conversations

- The landscape of conversation
- Emotional intelligence and its role in conversation
- The second conversation
- Tracking your second conversation
- What holds us back in conversations

Module 3: Conversational Process and Structure

- The importance of inquiry and advocacy
- Effective use of advocacy and inquiry
- The Tower of Power
- Crawling out of the swamp: the critical first stage
- The challenge of retaining top talent
- Rehearsing for a powerful conversation
- Overcoming resistance
- "Process" questions during and after a conversation

Module 4: Conversations and Your Organization

- Your communication culture
- Measuring your culture

Linkage Training Programs are approved by the following organizations

