



Talking with Teams: Making team conversations really count

What's this about?

Better conversations mean better teamwork. They're at the core of constructive teams. They're the way we stay in touch, build bonds, exchange ideas, sort out plans, fix problems and take action. Communication, or the lack of it, is a constant complaint in most teams and at the bottom of better communication is the ability to have better conversations.

This dynamic 1-day fast-track adaptation of our 2-day *Leading through Conversations* clinic, covers 7 principles for improving your team-talk along with a useful set of foundation tools to replace dysfunctional debate with the art of more skillful discussion.

You'll learn how to...

- Make team-talks more meaningful & think together
- Help people talk up, share ideas & say what's on their mind
- Engage in skillful discussions that stay on-topic & on-track
- Challenge other's views without falling into the argument trap
- Get to the bottom of issues instead of frothing around on top
- Make it safe to be more open & raise hard issues

What we cover...

- Seeing you in conversations – what's your team-talk like?
- 7 Principles for Constructive Conversations
- Types of team-talk: staying in dialogue & out of argument
- Balancing your say with hearing what others have to say
- Asserting yourself positively – say things cleanly & clearly
- Level-headed questioning & the lost art of listening
- Conversational gears – perspectives, positions & assumptions
- Engaging others & making it safe for them to speak up
- 5-P model of skillful discussion & prac sessions on protocols

Is this right for you?

Whether you're a team leader or team member, knowing how to use different tools to have more constructive conversations is a vital yet overlooked area for better teamwork, better leadership and better performance. This clinic is suitable for both members and leaders. We find that leaders who come along with a contingent of their team representatives often gain a lot more from this clinic...



Teams that talk well together tend to stick together. Many of us work together for years on end yet never take time out to work on our team-talk. If your team never discusses openly how we come across to each other or the way we talk together, you're probably perpetuating errors and omissions in the way you see and relate to each other...

Course Features...

- Comes with a condensed version of our self-coaching guide to **Constructive Conversations with 25 tools.**
- **Conversational team-building exercises to do back at work with your whole team**
- **Complete a Conversational Coaching Scorecard to find out what your team-talk is like**
- **Set conversational coaching improvement goals for yourself and your team**

Course Details...

Duration: 1 day

Fees: \$495 per person – Discounts available

Locations & Dates: See our 2013 Course Calendar attached and on-line

A 1-day fast-track to get more engagement and clarity and improve the calibre of your team-talk...