



Collaborative Conversations

Workshop Overview

Expressing your point of view, raising controversial issues and pushing back are essential skills for career success. These skills become even more critical in high-stakes conversations with conflicting priorities, needs and agendas. How do you assert your position, raise controversial issues while gaining agreement on a way forward? In this experiential workshop you will learn how to navigate conversations with differing points of view and collaborate to arrive at a solution that both parties will support. You will create value for your organization by inspiring action, building trusting relationships and influencing others with your ideas.

Workshop Objectives

- » Learn a 5-step framework for kicking off a Collaborative Conversation
- » Anticipate reactions and pro-actively address objections and concerns
- » Respond to assertions and express your opinion while building rapport
- » Use a Conversation Map for an improvisational conversation with touch points to keep the conversation on track
- » Close the conversation by summarizing the discussion and clarifying next steps

Deliverables and Takeaways

- » Accelerated learning through practice conversations
- » Improvisational techniques with strategic touchpoints to keep focus on key topics
- » Techniques for keeping calm during energetic discussions
- » Fill-in templates and list of sample improvisational phrases

Program Length and Fees

Workshops are full-day or half-day in length and include 60-minute individual coaching sessions directly following the program. Sessions can accommodate up to eight people. Fees include preparation, customization, facilitation and program materials. Travel beyond the metro New York area is additional.