

Leadership in Action:

Intense Conversation Practice for Leaders

Overview

In this series of half-day workshops, learn how to significantly improve the way you give feedback, coach, negotiate with peers, and communicate with others for better results. After an introduction to key concepts, you'll practice real conversations on-camera with in-the-moment coaching about both what you say and how you say it. You'll come away able to use non-verbal cues, verbal strategies, and well-framed conversations to consistently get better outcomes.

This workshop is for leaders with direct reports or significant cross-functional interactions.

Options

- 4 half-day workshops, 4 participants
- 2-facilitator option for larger groups

Benefits for You

- Become more effective in managing the performance of others
- Learn how to set the tone in the first 30 seconds for a successful conversation
- Practice techniques that build respect and engagement instead of defensiveness
- Get feedback on how you come across in tough conversations. Practice specific adjustments that will make you more effective

Workshop Content

Expect to spend most of your time practicing or learning by observing others in these intense workshops, with on-camera, individual coaching in exercises and real conversations.

Workshops

- Personal Presence
 - Increasing your ability to influence others
 - Maintaining respect and getting results
 - Tools: inquiry, advocacy, listening, framing
- Feedback Conversations
 - How to give specific, meaningful feedback
 - Handling reactions
- Performance Coaching Conversations
 - 3 kinds of coaching conversations
 - Coaching questions
- Collaborative Conversations
 - Your power to set the tone for collaboration
 - Identifying underlying interests