

Introducing the Leadership Conversation Series

Our Purpose for This Course:

To make sure that you have the tools and techniques you need to accelerate the changes you seek, and how we can make you more powerful in your conversations.

4 Underlying Leadership Elements to More Powerful Conversations

1. Leadership is a team sport
2. Every conversation is driving towards increased clarity
3. Alignment of our actions and behaviors
4. Engagement as a team toward our goals

3 Pillars to Every Effective Conversation

1. Build Rapport
 - a. Having integrity
 - b. Matching that person's communication style
2. Focus on Their Interests
3. Ask for Action

5 Types of Conversational Relationships

1. You with a Follower
2. You with an Internal Peer (With a Shared Authority)
3. You with an External Peer (With No Common Higher Authority)
4. You with your Higher Authority
5. You with Yourself

As we move forward with the course, we'll work to understand how all of our conversations apply to the principles listed here.