

CONVERSATIONS @ THE CORE

DEVELOP THE
SKILLS TO HAVE
CONVERSATIONS THAT
MATTER AND UNLOCK
NEW RESULTS



We live in a world of conversation. In the workplace, productive conversations underpin high-performance, effective collaboration, and the capacity for innovation; how we converse with others directly impacts our individual and shared results. Put simply, success is a conversation. Despite that, however, the reality in many organizations is one of broken communication. Debate replaces dialogue, conflict fragments collaboration, and blame, assumption, and miscommunication block true discovery and understanding. These conversation patterns can unknowingly become entrenched and results organization-wide suffer.

Conversations @ the Core equips participants with the skills they need to have conversations that matter. It is a fast-paced learning lab that explores the neuroscience behind effective communication, the key barriers that trip it up, and five different “core conversations” that lead to concrete, positive results.

Sign up to invest in high-value conversations today.



THE EXPERIENCE

Conversations @ the Core equips participants with the expertise they need for high-impact conversations. It is a fast-paced, interactive learning lab packed with real-world scenarios and application-ready tools. Through learning, practice, and application, participants gain the skills to invite and share diverse perspectives, collaborate through dialogue, navigate difficult conversations, and use convening as a leadership tool.

Meaningful conversations usher in new understanding, insight, and possibility.

Over two days you will experience:

- **Intellectually rigorous content:** Challenge yourself with the latest research from multiple disciplines and debunk traditional ways of thinking about conversation and dialogue.
- **Partnership simulation:** Engage in a live simulation to apply new skills, learn, reflect, and try again.
- **Self reflection:** Self-reflect throughout the course to integrate the principles of psychology and neuroscience and realize deeper levels of learning and awareness of your own impact.
- **Convening strategies:** Learn to use conversations as a leadership tool to convene diverse perspectives and generate new insight.
- **Practice, practice, practice:** Act your way into new behavior; this course emphasizes in-classroom practice and real-world application to hone participants' skills and abilities.

DAY 1 AGENDA

- Partnering simulation
- How come it goes this way? The neuroscience behind conversations
- Discussions and reflections
- Core skills: Framing, listening, pivoting
- Practice Round 1: Conversations to spark innovation and forward-focused options
- Convening strategies and application

DAY 2 AGENDA

- Practice Round 2: Conversations to build accountability and shared alignment
- Self reflection
- Practice Round 3: Conversations on difficult situations
- Building your conversation plan for success

LEARNING OUTCOMES

This learning lab gives you the ability to...

- Shape, drive, and engage in conversations that matter and make a positive difference
- Convene others to explore diverse views, tap into collective wisdom, and generate new insight
- Understand and shape your conversation impact, including how you contribute to low-value conversations and how you can create the conditions for high-value conversations
- Use conversations as strategic opportunities to propel results
- Navigate difficult conversations and emotional reactions



We designed this curriculum based on years of business expertise having conversations that matter with leaders, teams, and individuals in diverse organizations and environments.

OUR DIFFERENTIATORS



Curriculum steeped in research

We bring the latest thinking into our course design and learning experience. We take a multi-disciplinary approach to having effective conversations, spanning everything from neuroscience to performance management.



Learning environment

Our learning lab facilitators are adept at supporting participants in working through challenging situations and understanding how course content applies to their real-world, individual situations.



Deep change

Building your capacity for authentic, impactful conversation is a deep and personal change journey. Our facilitators stretch and challenge participants with compassion to help them dive deeply into the mindset they need to succeed.



“The course is changing the way we are talking to each other.”

LET'S GET DOWN TO BRASS TACKS.

Tuition/cost	\$1,299.00
Duration	Two-day training
Learning Lab Dates	September 15 and 16, 2016
Who should attend	Managers and leaders (employee version also available)
Location	Falls Church, VA; We often run this program on-site in our clients' facilities



OUR CREDS



people trained in this program to date



program quality effectiveness

“The concept of leadership as a conversation has provided me with a new set of tools to drive results.”

**CHANGE THE CONVERSATION,
CHANGE YOUR RESULTS.**

CONTACT US TODAY.



ChangeFusion helps organizations achieve change, define strategy, shift culture, and build the capacity of their leaders and people. We do it with hard-hitting business acumen, heart, soul, and style. Call 571.405.6798 today to learn more.

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