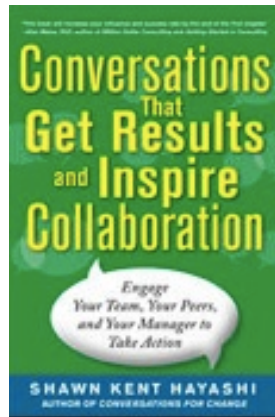


THE PROFESSIONAL DEVELOPMENT GROUP



Conversations That Get Results and Inspire Collaboration Engage Your Teams, Your Peers, and Your Manager to Take Action

Discussion Guide – For Students and Readers

Business discussion groups create a forum for teams to share learning together. I highly recommend joining a Business Banter group or starting one yourself. I lead two of these groups. One for an executive team that wants to get on the same page and share experiences and the other one is at a country club to engage members in getting to know each other. Both have been very successful in providing like-minded people the opportunity to share and learning together as a group. If you have not participated in such a group, consider using this book as your launch point. Look at your Networking Map and identify six to twelve people you would enjoy discussing this book with. Invite them to meet over coffee, lunch or dinner. Use the following questions as a discussion guide.

Chapter 1: Knowing What You Want to Create

What was the outcome of you creating your own "That's for Me!" list?

What do you want to create?

What happens to people who are not clear about what they want to create?

What insights did you have from doing the application exercise?

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Chapter 2: People Reading: Preferred Communication Styles

Which communication style do you prefer?

Which one or ones are most challenging for you?

Could you relate to Tamara's story?

Have you experienced the predictable patterns that sabotage effective collaboration - if so how do you handle these now?

What did you gain from the People Reading Preferred Communication Styles Application Exercise?

Chapter 3: People Reading: Motivators

What are Your Motivators?

What are Your Organization's Motivators?

Do you have alignment?

Chapter 4: People Reading: Emotional Intelligence

What was your reaction to the EQ competencies: Self-Awareness, Self-Regulation, Motivation, Empathy, and Social Skills?

Share your own experiences from doing the People Reading Emotional Intelligence Application Exercise.

Chapter 5: Tying Together People Reading

Could you relate to Anya's Story and Jacqueline and Ben's Story?

How did you implement the suggestion to practice people reading?

What was the outcome?

Part 2: The Building Blocks for Successful Collaborations That Get Results

Chapter 6: Highly Attentive Listening

What resonated with you in this chapter?

In what ways have you noticed your beliefs affecting your listening?

How did you relate to Stuart's story?

How have you handled situations when a team member, peer, or boss is not listening to you?

Have you noticed what others do to gain your attention?

Chapter 7: Relationship and Group Dynamics That Affect Collaboration

Which of the ideas in this chapter caused Aha's for you (Partnership and Enmeshment, Decision-Making Power and Control, Teresa's Group Decision-Making Story, Over Functioning and Under Functioning, Changing Patterns, Levels of Maturity, Emergent Leader Roles, Stages of Team Development, Schedule Chicken)?

Chapter 8: Storytelling

What have you observed about the story plots you use most?

Could you related to Jenny's, Collin's, or Paul's Stories?

Chapter 9: When Conflict Stops Progress: Creating More Effective Conversations, Which Lead to Resolution

What were you insights from this chapter about the causes of conflicts?

Have you observed the common mistakes in resolving conflict?

How have you used the ideas from this chapter? What did you learn from doing the conflict resolution application exercise?

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Chapter 10: Relationship Building

What did you recognize from building your collaboration and networking map?

Who do you want to know?

What is your reaction to the suggestion to create your own mastermind team?

Chapter 11: Having the Necessary Conversations and Getting the Collaboration You Want

How do you relate to the success stories?

What resonated with you from the final application exercise?

How will you keep this learning alive and in action?

Updates and additional resources can be found at www.YourTalentAtWork.com

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