

Big Questions That Could Change Your Business

Have you ever wondered "What if?"

How does your business perform in these areas?

Effective Meetings

What if people:

- * Called a meeting only when they had a specific goal supported by a detailed agenda?
- * Checked with the key participants to help them prepare for the meeting?
- * Involved all of the participants in the work during a meeting?
- * Obtained results with a team process based on consensus?
- * Took responsibility for implementing the decisions made in a meeting?

Could this help your business become more profitable?

Business communication

What if people:

- * Helped others express their ideas during a conversation?
- * Created a safe environment that facilitated clear thinking and free expression?
- * Treated each other with respect in their conversations?
- * Listened carefully and completely to what the other person was saying?
- * Let others be the star in their conversations?

Could this help your work proceed more efficiently?

Business presentations

What if people:

- * Understood the goal for a presentation before preparing for it?
- * Spoke with key people in the audience to learn about what they hoped to gain from the presentation?
- * Rehearsed what they planned to say with a clock (to make sure that they finished on time)?

- * Spoke about the audience and their needs instead of about themselves?
- * Delivered compelling presentations that informed and inspired others?

Could these leaders be more influential?

Personality styles

What if people:

- * Could recognize how others preferred to think, work, and communicate?
- * Knew their own strengths and how to apply them for maximize benefit?
- * Knew their weaknesses and how to manage them?
- * Were able to work together in harmony?
- * Could earn trust and respect from each other?

Could this help people get along with each other?