

Guidelines to **Communication**

*Leader Manager Network Meeting
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To improve memory:

Change your
physical state!

(and use at least **two** colors)

Anything



Everything

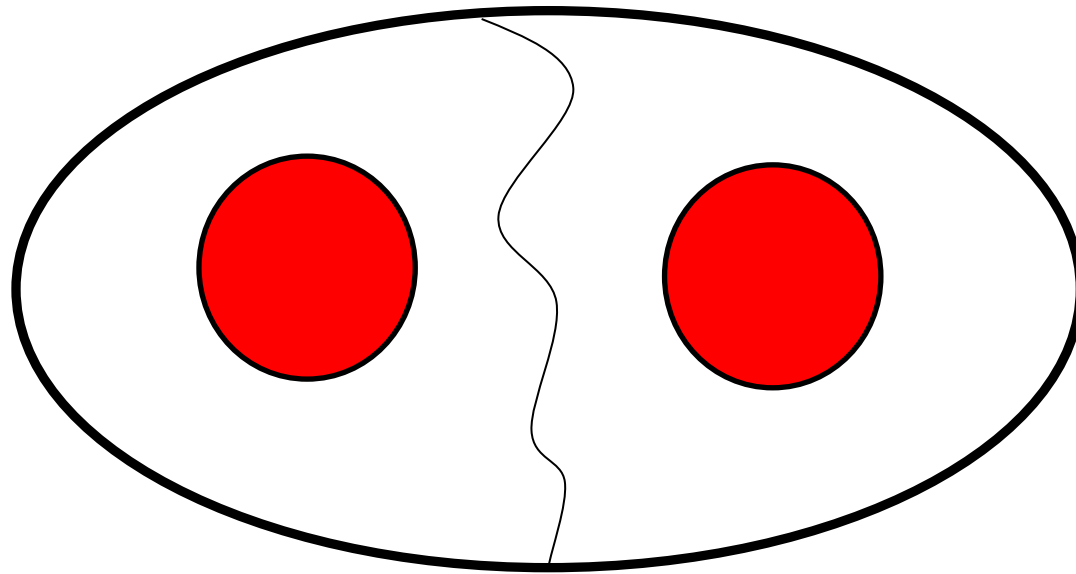
If you feel tempted to “CHECK OUT” an any time, ask yourself . . .
“Where else in my life does this issue cause me to ‘CHECK OUT’ and walk away from success as I define it?”

My Problems?

I'm There!?!?!?

(So what's the common denominator?)

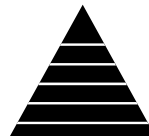
Relationships



(Are a lot like a “double-yoked” egg)

E

I



Emotion
Intensity

Intellect
Clarity of Thought

Learn How to Talk

Active Verb

Schedules?

&

Measurable

Tasks &

Noun

Deliverables

“Superconducting Supercollider”

(Serve Mankind)

Avoid

Seek

vs.

Fear

Trust

To motivate for
high performance:

Nurture & Challenge

(Growth through perturbation)

What Motivates our Actions?

Problems?

Solutions?

The REAL motivator is
often PAIN POINTS.

Paint the picture
of the future . . .

Superconducting Supercollider

Replace
“Deadlines”

with
Target Dates

(and speak more *life* into your team)

AVOID

***Not, Can't,
Don't, Shouldn't,
Wouldn't, etc.***

Successful Professionals

*(Accept responsibility
beyond their authority.)*

Success Formula:

Accept Responsibility

Failure Formula:

*Blame, Rationalize, or
Shame (self/ others)*

Customer
Satisfaction?

VS.

***Customer
Appreciation!***

(pleasure vs. joy)

*There is value
in **dialogue.***

*(Total knowledge grows
when any knowledge is
shared with others.)*