

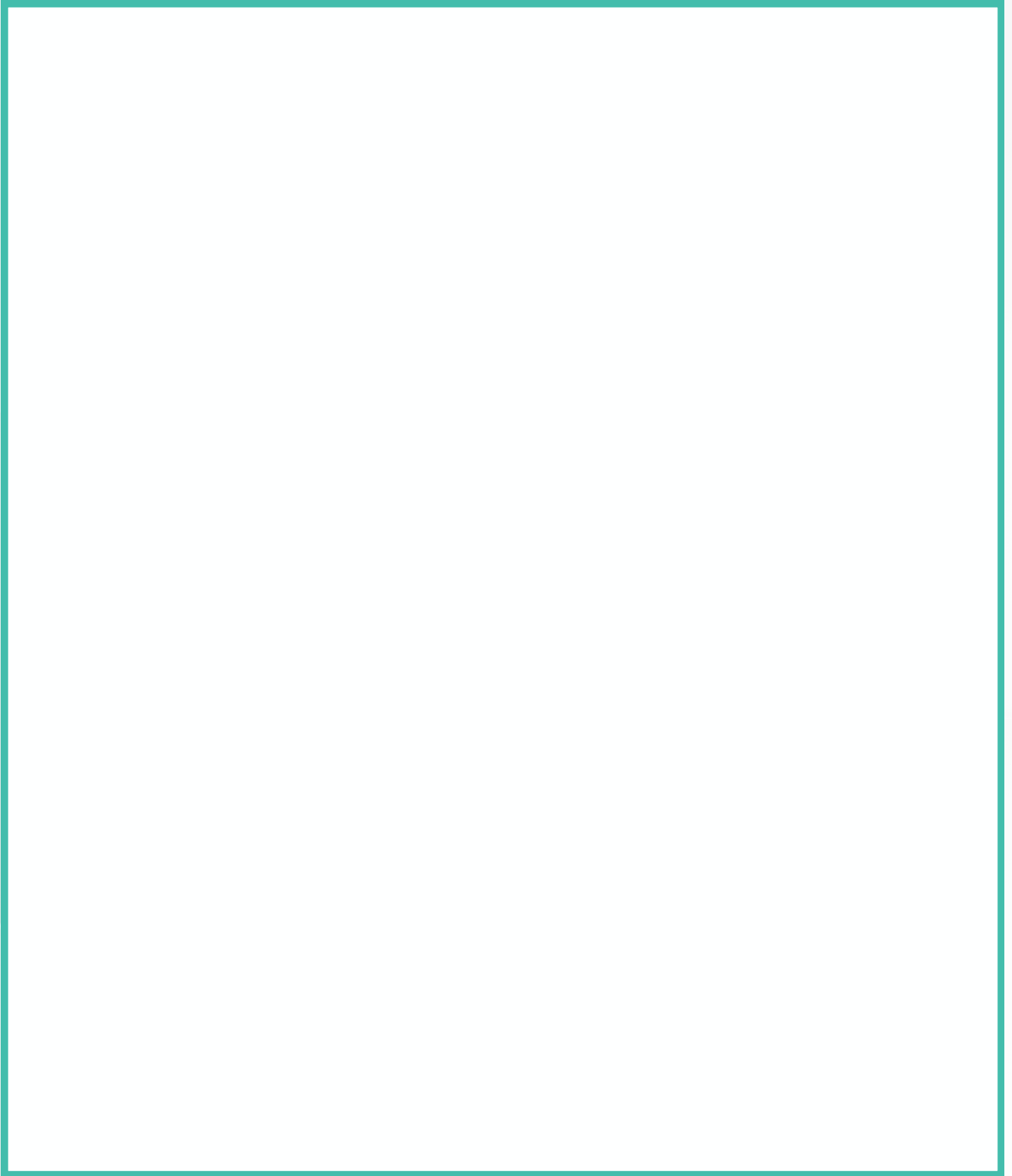
Communication & Leadership



Leading With Exemplary Communication

Generate an example of a recent communication you had in which your goal was NOT accomplished.

Notes on Connecting to Prior Experience

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Analogies

Any comparative language—this thing is like that thing. Analogies widen the net, increasing the likelihood that you will tap into something that already exists in the listener's brain.

ACTIVITY

Consider a miscommunication you have recently had. With your group, brainstorm how an analogy (one you could have used, or one the other person could have used) could have cleared things up.

Enriched Environments

Using multiple modalities (i.e., multiple types of stimuli) when communicating with others helps produce a more robust, more congruent image of the incoming data and, thus, increases the biochemical likelihood of the creation of a new neuronal network.

Asking More Questions

Asking questions (rather than telling) involves the person's brain in the conversation, making it more likely that will select to attend to the stimuli.

ACTIVITY

Think of a current communication challenge you're having or recently had. Some examples:

- An employee who doesn't seem to be "getting" something
- A meeting that doesn't feel particularly productive
- A lackluster response to some data you shared

Generate 2 examples of questions you could ask AND/OR a type of stimuli you don't normally use to connect more impactfully with the other person/people.