

Getting that *Yes!*

Thinking differently about how to get that approval

Connection

before

Content

Does this sound familiar?

How can we get to “yes!” ??

YES!



POLITICAL WILL *and* PUBLIC WILL
Convinced it needs to happen
Support for change



UNDERSTANDING *and* BUY-IN of this solution
Why is this important – and to whom?
What are intended impacts?



COMMON UNDERSTANDING OF THE SITUATION
What's going on?
Who/what is affected?



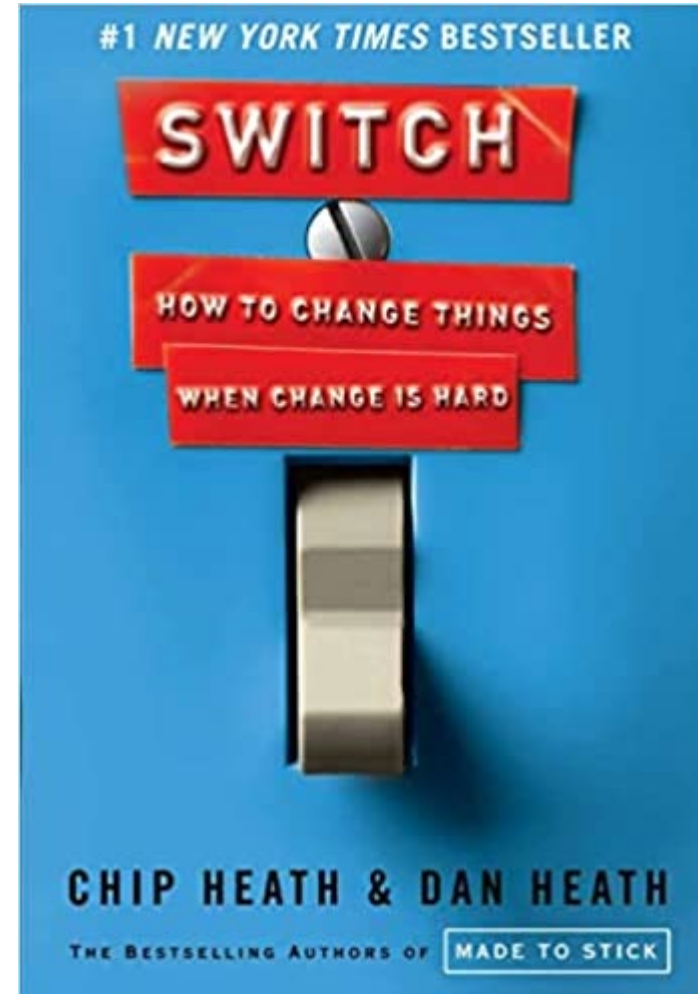
“Community Engagement”



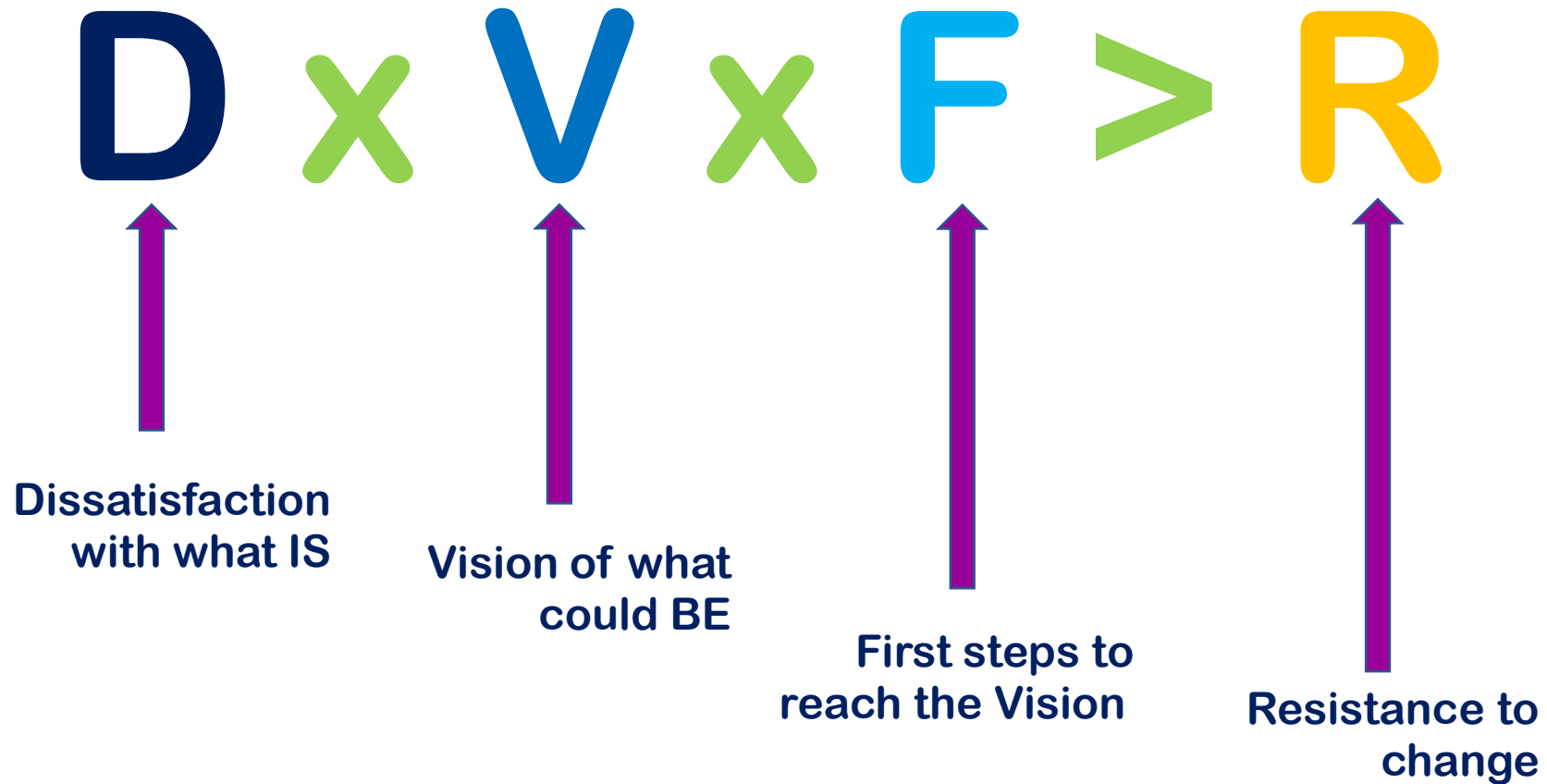




Change is hard.



CHANGE EQUATION



First created by Gleicher and published by Beckhard and Harris
Thanks to AW for the inspiration for this graphic

YES!



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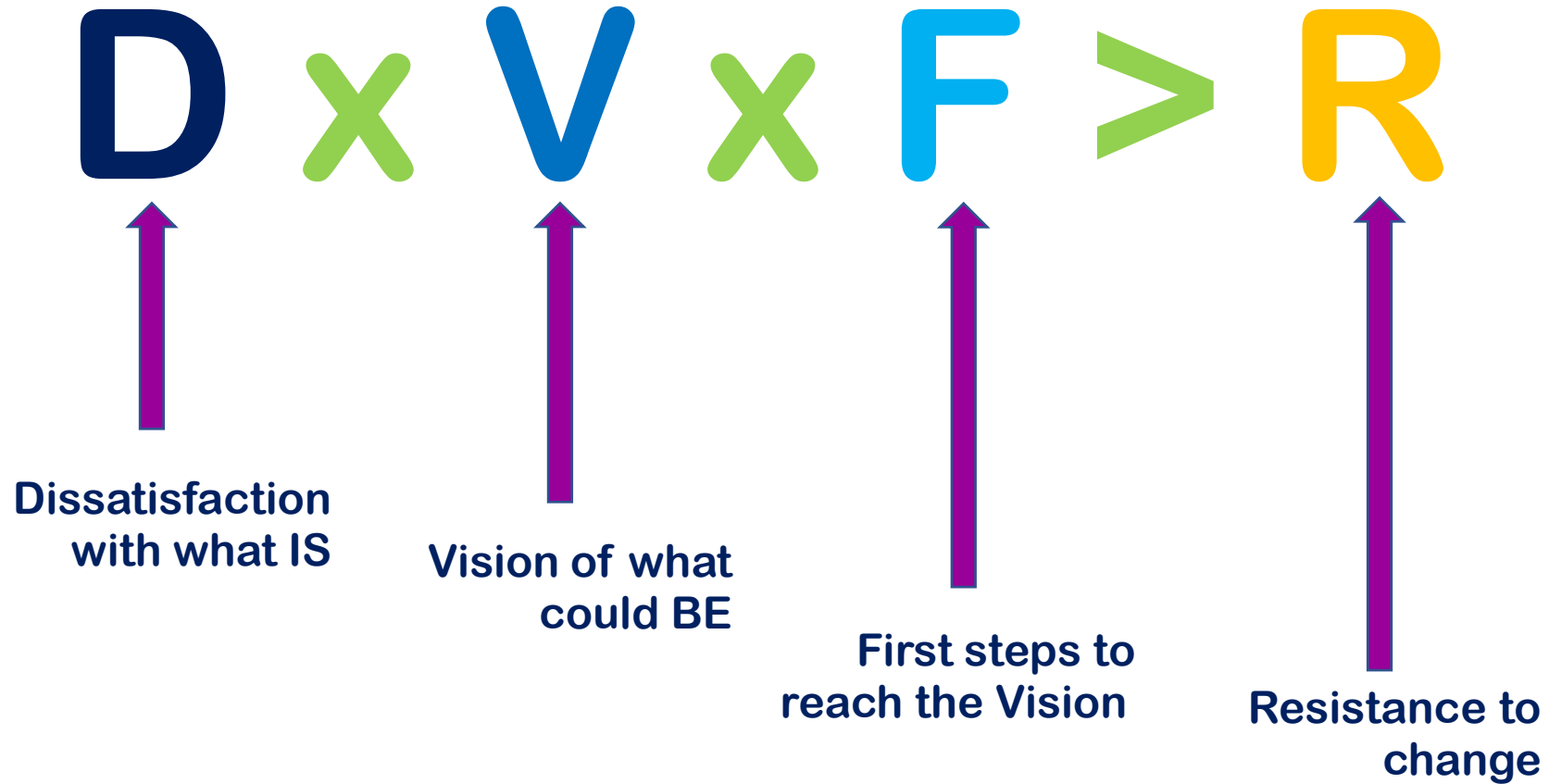
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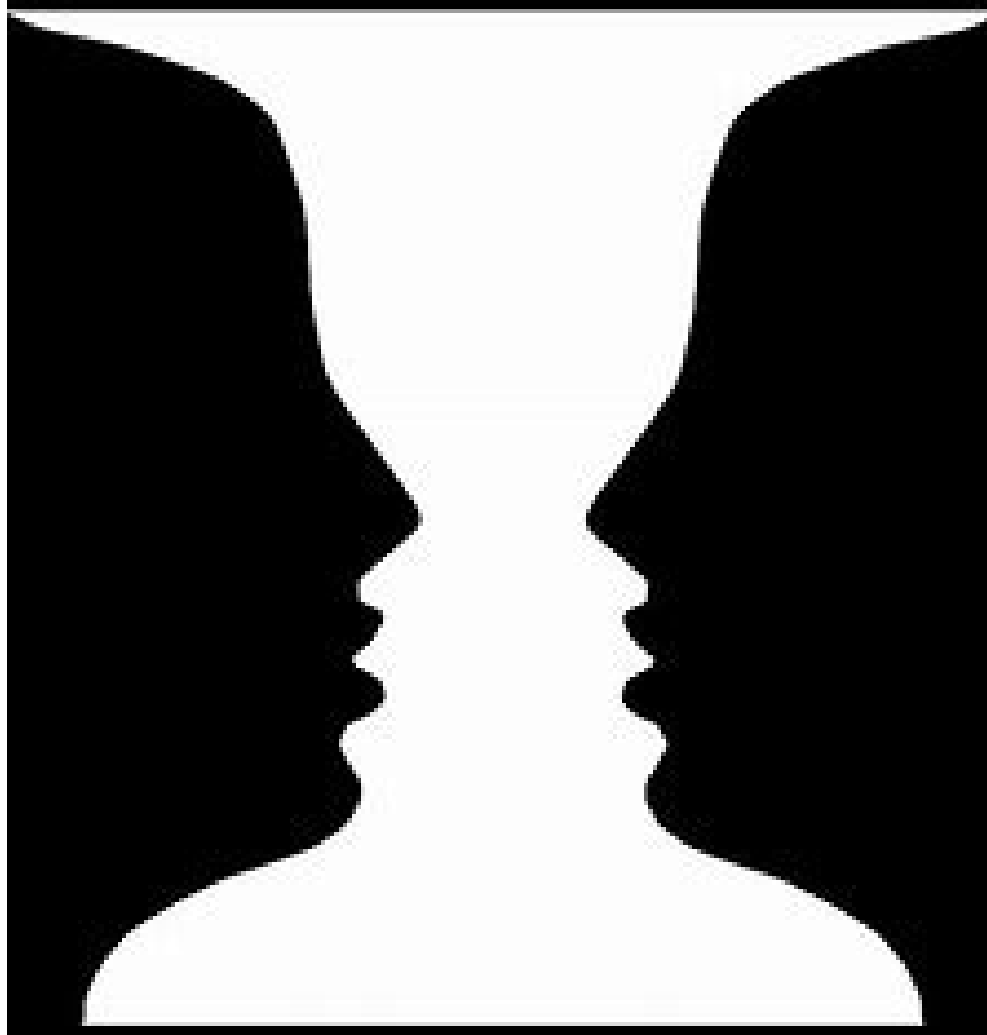
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Leader as Convener

DO NOT LEAD WITH SOLUTIONS



Sit with NOT KNOWING



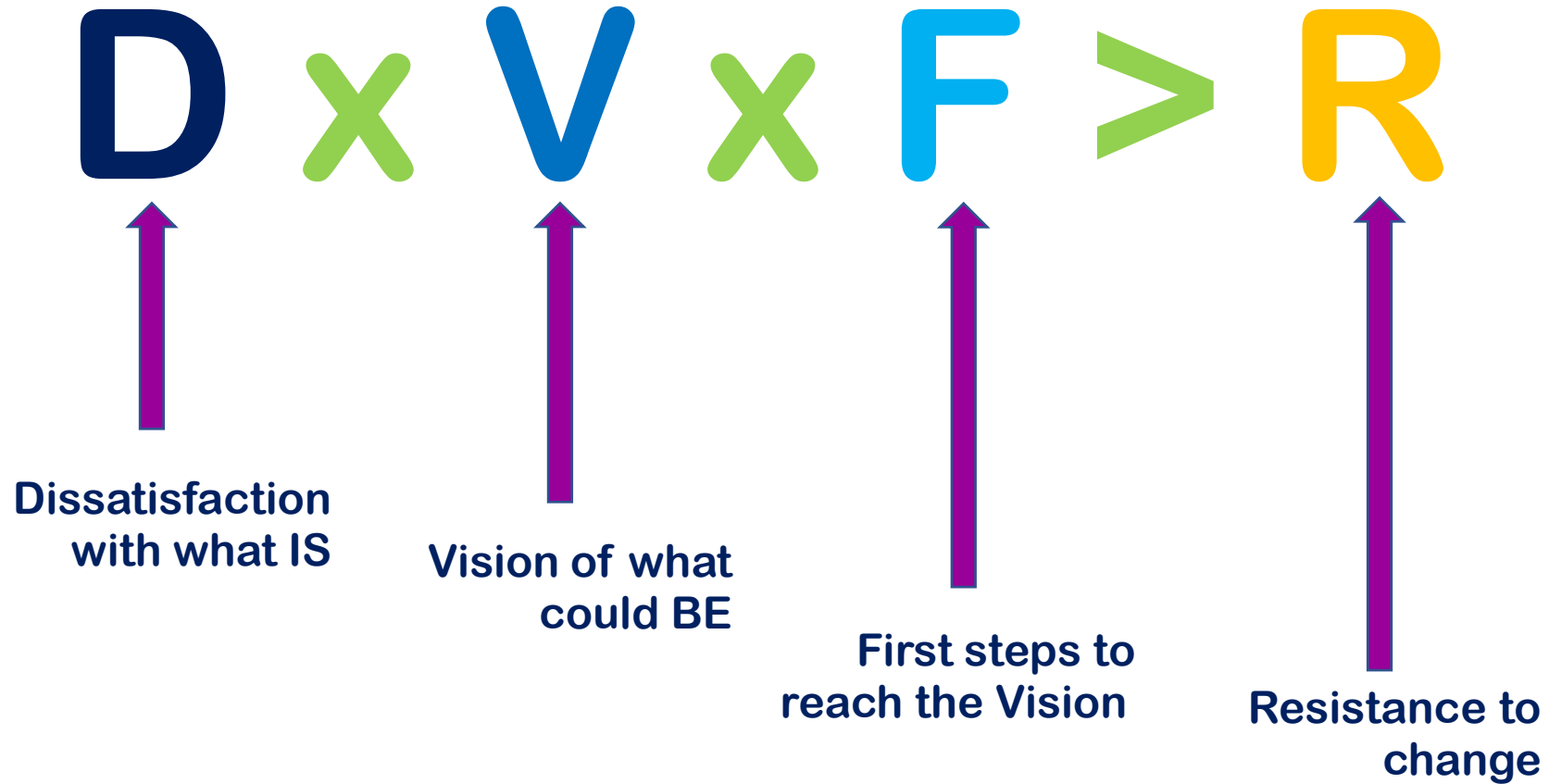
Your job is NOT to manipulate them
into doing what YOU want.

Your job is to create a process,
a space,
for creating awareness
of the situation
from various points of view

Remember:

- Do not lead with solutions.
- Everyone has a different point of view.
- You are leading the discussion. Do not be part of it, aside from intro and maybe some data points. You are a convener.
- Sit with not knowing – be curious, and listen.
- This is not about you or your solution, but about creating a space to explore
- Once you are clear about the situation as it IS, then create a Vision for the future.
- From there, what is a first step to get there?

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THANK YOU!

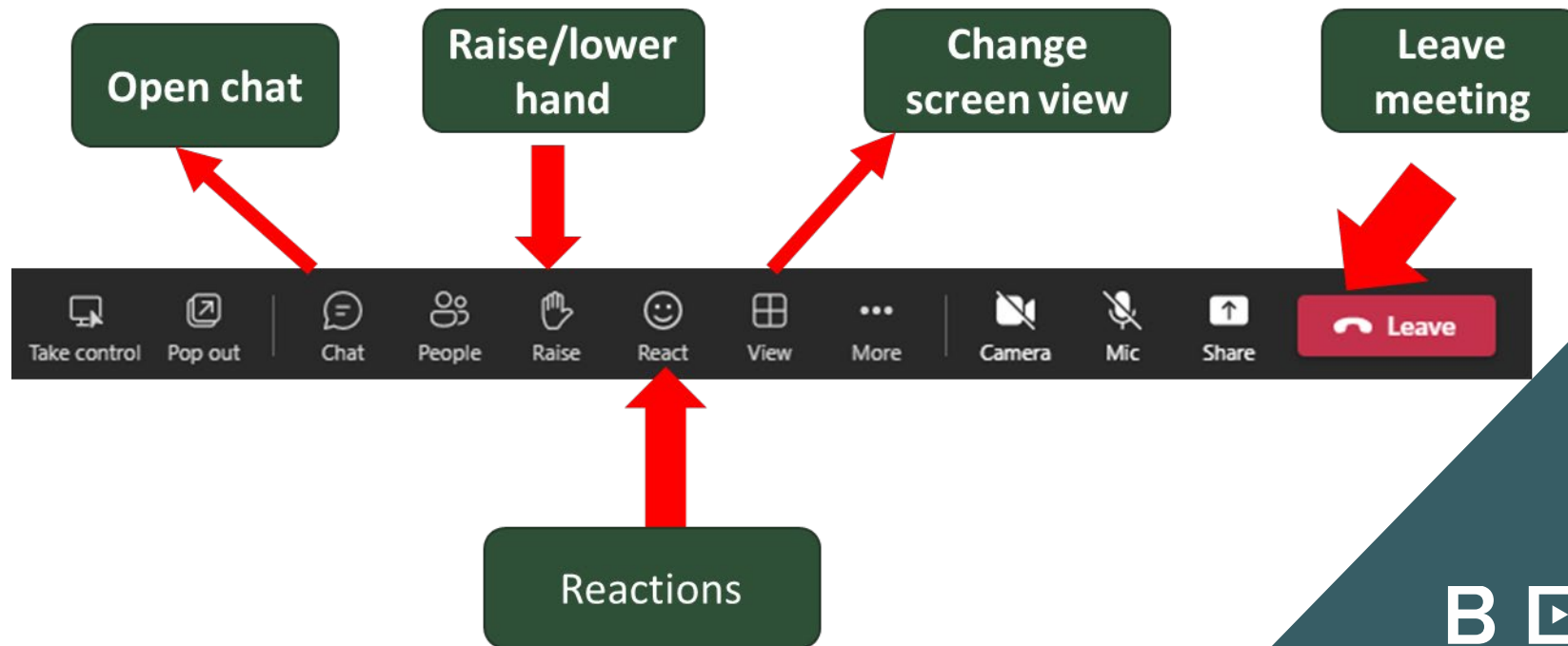
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Session Controls

• Question and Answer session

- Type questions into Chat box
- Raise hand to be unmuted by moderator



Thank you!

- All Conference Session slides and recordings will be available next week [online](#)

Feedback Encouraged!

- Please fill out the anonymous evaluation form that can be found at link below

[Click Here for Feedback Survey](#)

THANK YOU FOR JOINING US TODAY!