

THINKING
LEADERS

COMMUNICATION

Your Conversations

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WHAT IS A CONVERSATION?

Conversations are the basic currency of human interaction and is at the heart of our personal and leadership success.

Connection and conversations go together.

As connection is one of our core needs as humans, conversation is one of the key ways we achieve it.

During the digital era, the art of conversation has been put under pressure. There has been constant and rapid change, changing the way we connect with each other which results in a reduction of meaningful and impactful conversations.

This is a choice, however. And bringing our awareness to the impact the digital age and the impact our 'busyness' has on human interaction means we can create a new way of meeting our human needs.

Good conversation lead to collaboration, trust, engagement, resilience, and improved performance in our self-leadership and in our leadership of others.

The art of a conversation is complex.

A conversation is an exchange of words, while communication is the transformation of thoughts and words into meaningful action.

Conversation typically involves what you wish to share with another; communication focuses more on what you wish to accomplish.

Conversations are face to face. Not online. Not via text. Face to face.

However, a great conversation goes further than simply exchanging information like a computer.

We also filter, interpret, and elaborate on what they hear. we put our map of the world on the words and put our own meaning on the conversation.



7 STEPS TO A GREAT CONVERSATION



YOUR TURN...

Think of the last conversation you had. Let's analyse it to discover your conversational strengths and challenges:



Step 1- Be curious



Step 2 - Listen



Step 3 - Share the space



YOUR TURN...



Step 4 - Be genuine



Step 5 - Build rapport



Step 6 - Be brave



Step 7 - Create emotional connections



HOW DID YOU GO?

Now rate yourself out of 10 for each of the 7 steps.

Step 1 - Be curious /10

Step 2 - Listen /10

Step 3 - Share the space /10

Step 4 - Be genuine /10

Step 5 - Build rapport /10

Step 6 - Be brave /10

Step 7 - Create emotional connections /10

What are your strengths?

What are your challenges and gaps?

What felt normal and natural?

What felt uncomfortable and awkward?

The more open and honest you are with your reflection here, the more you will build the conversational muscle.



HOW CAN YOU DO DIFFERENTLY?

Now, it's time to take action.

Knowing what you know now, how are you going to change?

What will you implement that's new?

What will you keep?

What new opportunities do you now have?

What threats can you remove from taking new action?





YOUR NEW CONVERSATION STRATEGIES

CONVERSATIONAL LEADERSHIP

Great leadership can't exist without conversations - being able to communicate with others is the key to driving them towards a common goal.

A truly inspiring leader leverages the power of conversation in order to inspire, support, discover and lead their followers.

Through empowering conversations, every leader can create a new common abundance-based mindset enabling creative thinking, innovation and continuous self-leadership.

A Leader must communicate - to talk with their teams and colleagues, and to let their words drive their followers towards a common direction.

In our current complex world of communication, a great leader needs to engage in human interaction through face-to-face conversations.

Yes - not emails or texts - face to face conversations.

According to educator Carolyn Baldwin, "Conversational Leadership is a core process to cultivate the collective intelligence needed to create business and social value".

As a core process, Conversational Leadership is the centre of an empowering others.

Imagine a team whose Leader is not able to have a crucial face-to-face conversation with each of their members concerning these areas of improvement.

An inspiring conversation can foster the motivation of the collaborators, sharpen their sense of purpose and boost great results and team spirit.

Conversely, if the Leader is underperforming in this area, the team will always remain just a bunch of individuals without a common vision about the objective, the values and the sense of their work.

They won't have the right message to drive them towards their goals.

Things just won't happen.



YOUR TURN...

Think of the last time you engaged with your teams and colleagues.

How did you feel in a face-to-face conversation?

What do you tell yourself?

What do you see?

What do you hear?

Did you create an emotional connection with them? If so, how?

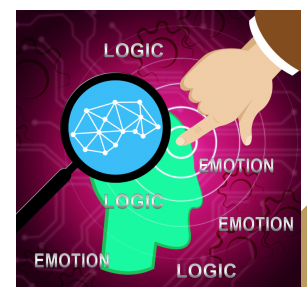
Are you in your head or accessing your emotional side?

How are you building an emotional connection with them?

If you find it challenging to connect on an emotional level, how are you going to access or develop that part of you?

It's about accessing the right side of your brain. Think about doing activities that do not rely on logic - painting, colouring in, any form of art - stopping and connecting with your creative side will help you connect with your emotions - this is the key to great conversational leadership.

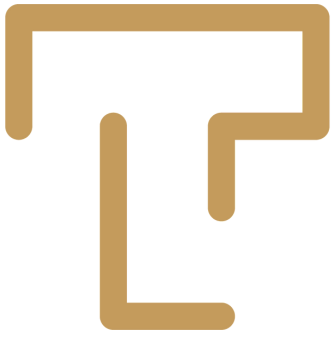
And colour coding excel spreadsheets does not count!





CONVERSATIONAL LEADERSHIP NOTES





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