



Using Dialogue and Discussion for Creative and Productive Communications

Success Through the Lost Art of Discourse

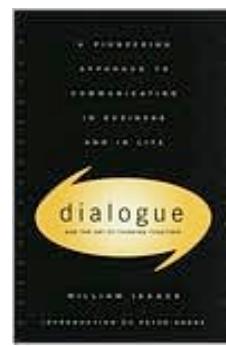
Senge writes in *The Fifth Discipline*, that the theories and discoveries of great thinkers such as Einstein, Bohm, Bohr, and Pauli had their roots in conversations and co-operations between many people in and out of their direct fields of study. Skilled dialogue and discussion generates new ideas, creates opportunities for mutual influence, reduces unhealthy conflict while generating healthy discord, and consistently results in true consensus.

This course provides professionals with specific tools to enable them to participate and lead effective dialogue and discussion meetings.

Who Should Attend: Any person whose success depends on the ability to communicate clearly, be understood, and influence how another person performs.

Course Length: 2 Days

Student Materials: *Using Dialogue and Discussion for Creative and Productive Communications Participant Guide*, 200 pages



Benefits

- Analyze the accuracy of one's perceptions, discern the facts and then effectively manage each participant's misperceptions
- Create the environment for successful dialogue and discussion
- Recognize common statements and language that provokes arguments instead of meaningful dialogue or discussion
- Use dialogue techniques to create open and creative communication interactions and apply discussion to make effective decisions and bring the group to consensus

What You Will Learn

- Identify the key attributes of successful dialogue and discussion that lead to groups obtaining consensus
- Use communication techniques to find common interests that serve to foster and strengthen relationships
- Apply a communication tool to evaluate the extent and type of information that you tend to give and receive in the course of conversation.



- Identify your assumptions and then set them aside so they will not negatively impact a successful dialogue