

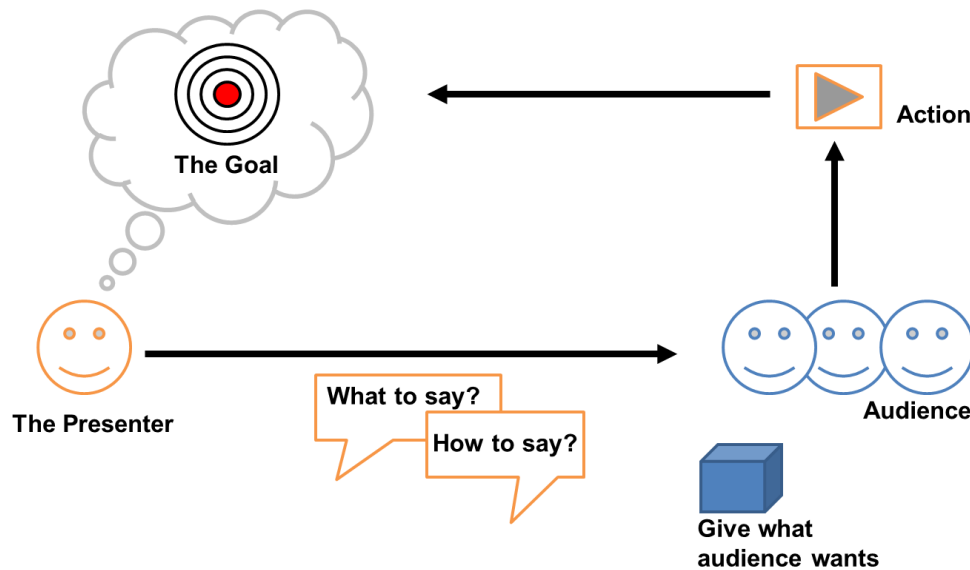
Lessons Learned - Outline

- How to identify and frame goals, outcomes, and problems and address urgency and re-charting courses
- Common parties
- Difference between presenting and engaging
- Tools to engage



Presenting vs Engaging

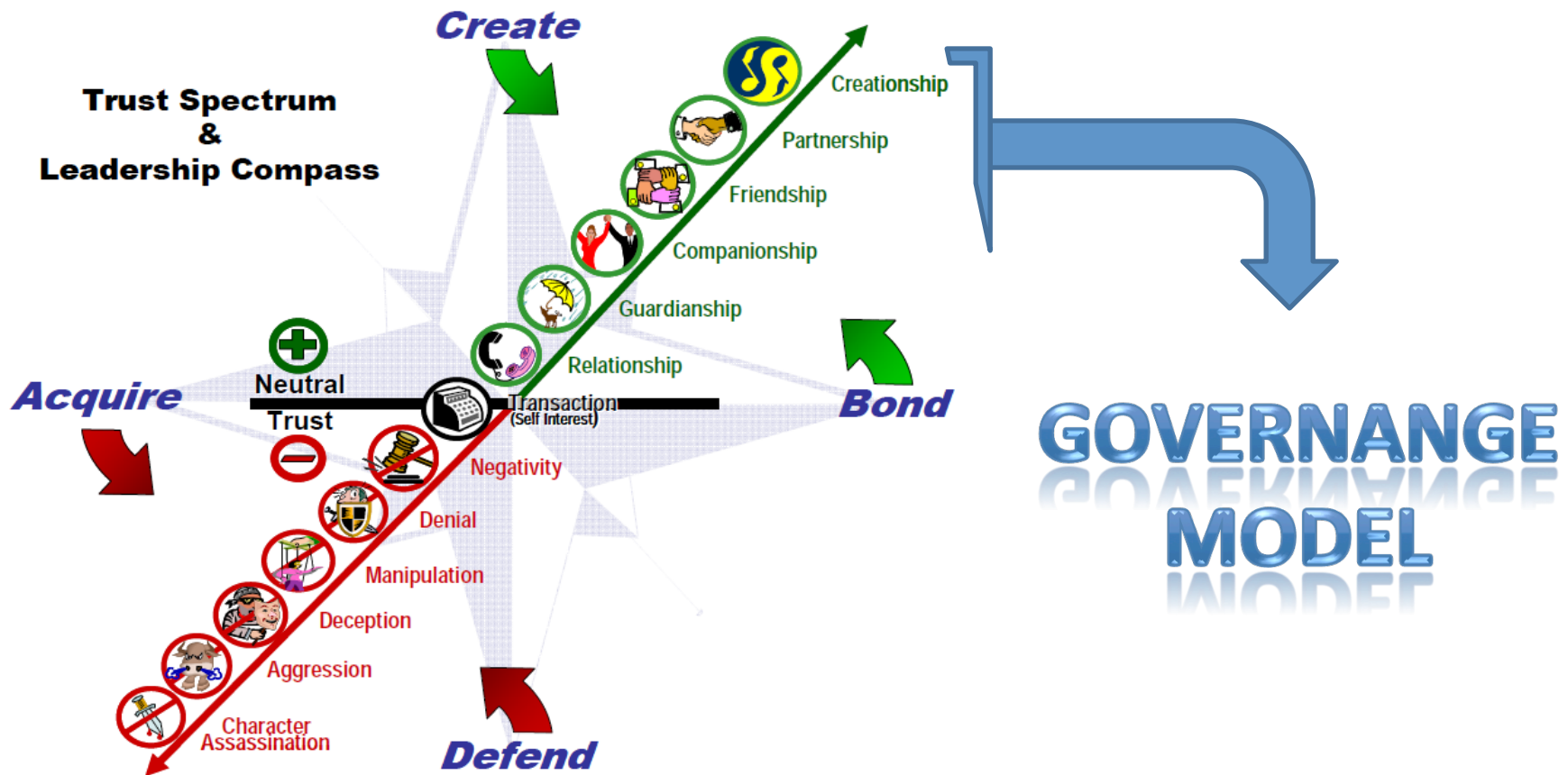
- Collaboration vs. collaboration – the real meaning and intent
- Talk with them not at them



graphic courtesy - Allaboutpresentations.com



How to Identify and Frame Goals, Outcomes, and Problems and Address Urgency and Re-charting Courses



Relationships

Set up relationships in case of failure as a means to secure positive outcomes:

- Be clear on roles and obligations
- Be certain partners have authority to act
- Be clear on who may approve and who has veto power

