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