

# Flawless Conversations™

## Building Trusting Relationships

### Why this workshop?

As we work with people, the quality of the relationship is equally as important as our expertise. There are people who are easy to work with and some that are more challenging. The quality of the relationship is influenced by the quality of the conversations we have with others. In order to fully leverage the expertise of everyone we work with, it can be helpful to plan to have an authentic conversation. An initial step to plan for these conversations is to reflect on the nature of each relationship.

In this three-hour intensive, we explore a sorting mechanism to analyze the nature of these relationships and strategies to plan for each conversation based on the level of agreement and trust. The starting point for action and change is always conversation.

In **Flawless Conversations™: Building Trusting Relationships**, you will:

- Develop an approach and strategy for quality conversations with others.
- Understand a sorting mechanism to help develop the appropriate strategy.
- Plan for specific conversations with High Trust and Low Trust relationships.
- Practice conversations with Low Trust relationships.

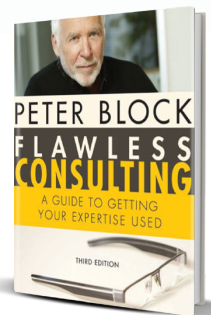


Designed for anyone who needs to be able to build trust horizontally and vertically within and across organizational boundaries.

*"The focus is building trust with people where it is in doubt. People in other circumstances we do not connect with. Do not agree with. Trust is built when we can connect with people without judgment, can value their point of view, and look for areas of agreement, instead of differences. It is the welcoming of the stranger."*

— Peter Block

An impactful follow-on or precursor to our **Flawless Consulting®** workshop based on Peter Block's bestselling book **Flawless Consulting**.



For more information on how to bring **Flawless Conversations™** into your organization or to attend a public workshop, please visit [www.designedlearning.com](http://www.designedlearning.com) or call 1-513-207-8866.