

# OUTRAGEOUSLY SUCCESSFUL TEAMS

## *Practice Unproductive Speaking & Listening Techniques*

### **OBJECTIVE:**

To discover ways of listening that contribute to possibility thinking and inspiration rather than operating on assumption and speculation.

### **BENEFIT:**

Create effective communication that promotes realization of full potential.

## SUCCESSFUL FILTERS

<b><u>ROLE</u></b>	<b>POINT OF VIEW</b>	<b>EXAMPLE</b>
<b>Synthesizer</b>	I listen for connections and synergy among people and ideas.	I hear how these two things could go together really well.
<b>Innovator</b>	I listen for new ways to apply ideas.	I wonder if there's a new way to apply his/her ideas to my situation?
<b>Action Taker</b>	I listen for the next step to success.	What I truly want to have happen here is ... and I'm willing to facilitate this happening by ...
<b>Risk Taker</b>	I listen for the highest potential, even if the odds are slim.	I tried something and even though it didn't work out as I expected, I learned a lot that will help my next step.
<b>Alignment Seeker</b>	I listen for the often hidden noble intentions of others.	I hear a strong desire to ensure this project is successful.
<b>Perceptor</b>	I listen for the most important ideas and emotions of others.	This person feels both excited and anxious about three key issues.
<b>Truth Teller</b>	I listen for where my own decisions and actions have contributed to this situation.	I've been contributing to this on-going problem by ...
<b>Supporter</b>	I look to support people in finding confidence and power to achieve their goals.	I trust your abilities and motivation to get this job done.
<b>Appreciator</b>	I listen for people, situations, and actions where I can express my gratitude.	I appreciate your ability to ...
<b>Visionary</b>	I listen for the most innovative and productive result to occur long term.	I hear ideas and thoughts that contribute to the big picture of the future and discern present day action steps.