

Learn, Ask, Share and Facilitate

1 LEARN about players and points of view
Summarize what you know and how you will use that information

2 ASK questions, listen, summarize & validate
What questions will you ask? How will you ask them? What perspectives do you anticipate being able to validate?

3 SHARE your perspective and “the why”
What shared interests can you anticipate? How will you share your perspective in a way that will be persuasive to others? When thinking of others' points of view, what might you be able to incorporate?

4 FACILITATE a joint solution
What is the objective? What shared interests do you anticipate being able to reiterate? How will you steer the conversation toward the best solution?