



Engaging In Successful Conversations

You can develop a new level of excellence by engaging in successful conversations. By practicing new skills in conversations essential you, you can achieve your goals in exemplary ways.

This article shares several skills which assist you and the people and groups you are speaking to - to go forward in new ways.

Here is a list of skills which assist you to engage in successful conversations.

1. Develop a practice of discovery. Stay open to new ideas and solutions which surpass your goals and the goals of the other person or group.
2. Focus on building ongoing relationships. This assists you to create continuous, positive results for your company or team and the other company or team too.
3. Ask questions which enable you to understand the goals of the person or group.
4. Confirm with them that you understand the ideas they are sharing with you.
5. Discover ways you can assist them to achieve their goals.
6. Create a list of possible next steps for you individually and together which come from the conversation. Discuss these during the conversation.

Here is a checklist based upon these ideas.

1. Be open to new ideas and solutions which go beyond your goals.
2. Focus on developing ongoing relationships.
3. Understand the goals of the other person or group.

4. Discover ways to assist them to achieve their goals successfully.
5. Use open-ended questions whenever possible.
6. Talk about the next steps you would like to take individually and together.

The following Exercise assists you to develop one or more of these ideas and create a foundation for success in conversations essential to you.

Engaging In Successful Conversations Exercise

1. Look at the above checklist and choose one of the ways on the list to develop further which will assist you to engage in successful conversations.
2. Write a Positive Conversation Goals Statement about the results you would like to create engaging in conversations during the next 90 days. Include the method from the above checklist.

Here is an example.

The conversations I am having with individuals and groups assist my company to create excellence and success in our work. I am developing the method of discovery in each conversation. This enables our company and the companies we are speaking with to create new ideas and solutions which go beyond our individual and collective goals.

3. Make a list of the actions you will take during the next 90 days to create successful conversations. Include the actions you will take to develop the method which is assisting you.
4. Take one action each day to develop successful conversations and one action to develop the method. You can take more than one action for either or both of these when this assists you to create success.
5. Look at your Positive Conversation Goals Statement and your results weekly and monthly. Refine your action steps when this assists you to achieve your conversation goals successfully.
6. At 90 days, look at your results. Decide to work with the same Positive Conversation Goals Statement and method for another 90 days or create a new Statement and/or choose another method which assists you to engage in successful conversations and create success.

Developing the skills for successful conversations creates new possibilities in your work. The ability to engage in conversations which assist you and other individuals and groups to achieve their goals helps both companies to develop greater excellence and success and contribute to society in positive ways.

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