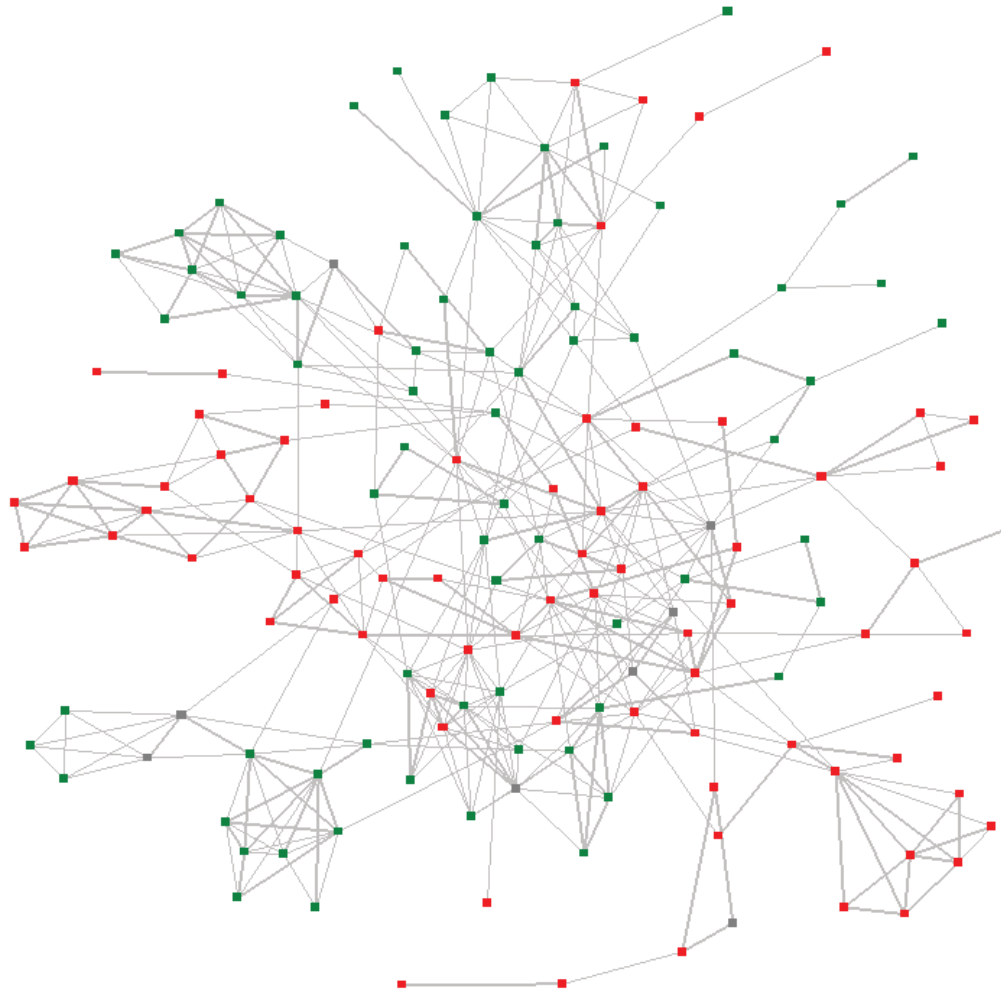


## CONTEXT



TYPICAL SCENARIO OF TWO  
TEAMS (RED & GREEN)  
COLLABORATING TOGETHER.

HOW DO THINGS REALLY GET DONE?  
INFORMATION FLOW & QUALITY?

HOW CONNECTED ARE THEY?

HOW MUCH OF THESE CONNECTIONS ARE  
BUILT INFORMALLY (COFFEE, LUNCH,  
TRAINING, SPORTS?)

TRANSITIONING TO A REMOTE  
WORKPLACE, HOW CAN WE DRIVE MORE  
ROBUST CONNECTIONS?

CAN WE HELP YOU  
LEAD WITH IMPACT?

60 SECOND ASSESSMENT

# CONTEXT

COLLABORATION

PERSONAL CLARITY  
EVERYONE ON-BOARD  
THERE IS SPACE FOR LEARNING

EACH ONE ALONE

UNCLEAR PRIORITIES,  
GOALS, DECISION MAKING

NO FLEXIBILITY WHEN  
THINGS GO WRONG

LOSS OF SITUATIONAL  
AWARENESS

CAN WE HELP YOU  
LEAD WITH IMPACT?

60 SECOND ASSESSMENT

# COLLABORATION MODEL

IN A WORLD OF REMOTE WORKSPACES,  
CLARITY IS REALLY IMPORTANT.

I KNOW WHAT I WANT

I'M AWARE OF MY OWN  
ASSUMPTIONS

I'M STUCK IN MY OWN  
STORIES THAT HOLD  
ME BACK

LEAD  
YOURSELF  
FIRST

BRIDGING

I AM AWARE OF  
OTHERS BELIEFS  
ABOUT ME

I COMMUNICATE  
CLEARLY

I CAN SEE  
DIFFERENT POINTS OF  
VIEW

DEVELOP  
OTHERS

I INVITE FEEDBACK

PEOPLE FEEL LISTENED TO BY ME

I CREATE CONNECTION

CAN WE HELP YOU  
LEAD WITH IMPACT?

60 SECOND ASSESSMENT

# FOUR PARTS OF SPEECH FOR IMPACTFUL VIRTUAL COMMUNICATIONS™

## FRAME

Purpose of  
this  
communicati  
on?

Assumptions  
about the  
issue?

Assumptions,  
about other's  
perspectives?

## ADVOCATE

What do you wish  
as an outcome?

## ILLUSTRATE

Paint a picture  
or tell a story  
about the  
outcome.

## INQUIRE

How others might  
see it?

CAN WE HELP YOU  
LEAD WITH IMPACT?

60 SECOND ASSESSMENT

ADAPTED FROM BILL TORBERT,