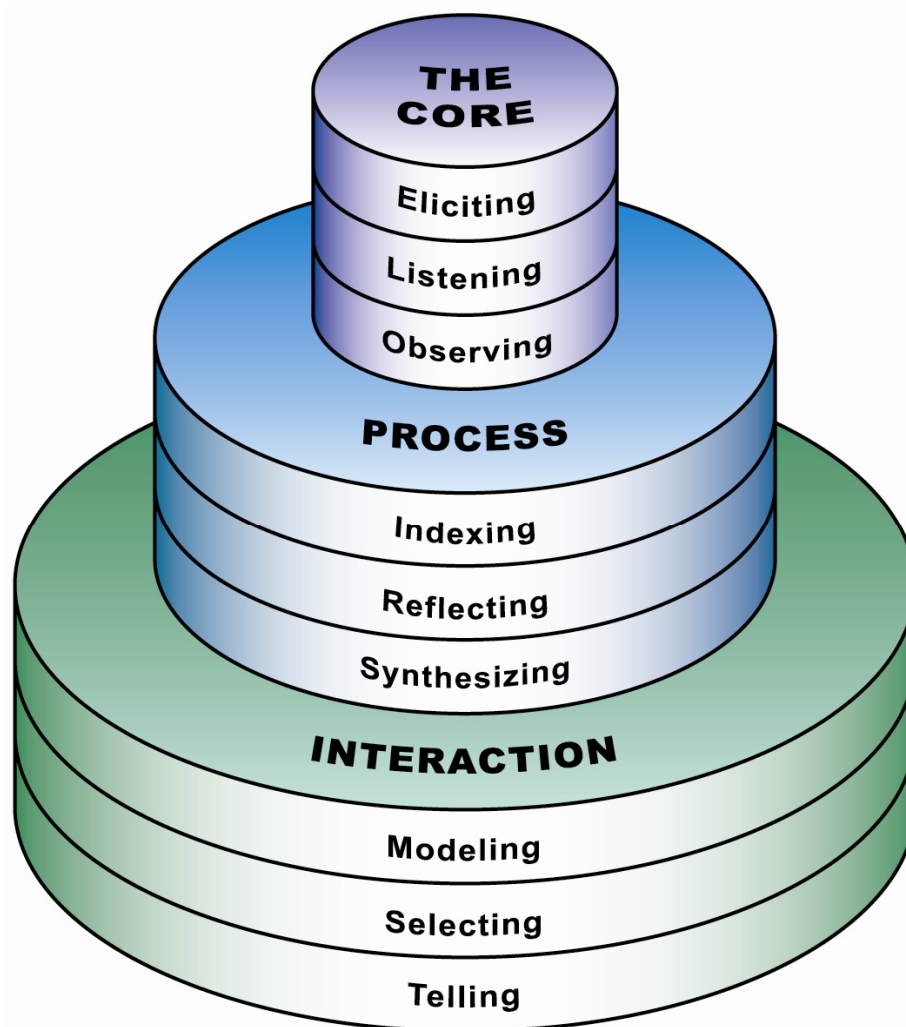




STORY-BASED COMMUNICATION SKILLS - MODEL

Everyone is a natural born communicator. Stories are such a natural part of how we communicate. We give sense to our experiences through stories and we make sense of the world around us through stories. This ground breaking tool developed from research with Fortune 500 leaders explores three dimensions of effective communication and nine skills each of us possess:



The instrument can be used as a stand-alone self- assessment tool in workshops or coaching. It is also used as 360 degree feedback form and coaching versions of the tool exists as well. 50+Each purchase of the instrument includes scoring and graphing tools, explanation of the model, and a large collection of self-development exercises. Below is a brief explanation of the three dimensions and nine skills.

RING	SKILL	DESCRIPTION
INTERACTION <i>Describes how we use stories to connect with others and communicate.</i>	Modeling	Being aware of ones actions and using them to create lasting impressions in the eyes of others. Employing a variety of analogical techniques to bring an idea or concept alive.
	Telling	Relaying a story with authenticity that paints a vivid, engaging picture for listeners.
	Selecting	Picking a story that is appropriate to the situation at hand and that clearly communicates concepts, ideas, or feelings.
PROCESS <i>Describes how we work with experiences to transform them into meaningful and reusable stories.</i>	Indexing	Developing a flexible, vast, mental schema for retrieval of experiences, and knowledge.
	Synthesizing	Finding patterns in new experiences and creating connections between them and old ones.
	Reflecting	Reviewing experiences with circumspection and extracting knowledge from them.
THE CORE <i>Describes how we open ourselves to be aware and sensitive to stories.</i>	Eliciting	Asking questions and finding ways to pull stories from others.
	Listening	Absorbing stories and invoking the imagination to enter them in a fundamental and deep way.
	Observing	Practicing mindfulness to become aware of the stories implicit in others' words and actions.

Contact us today to learn how you can use this tool to help your employees become more aware of their natural skills and capacities. Everyone comes equipped with these essential story skills – it’s just a matter of helping people to use them more consciously and often.

Starter Kits Include

- 1. Assessment Instrument***
- 2. Explanation of the Model***
- 3. Scoring & Graphing Tool***
- 4. How to Interpret Your Scores***
- 5. Self-Development Exercises***

Facilitator Slides and Guides are also available. And upon request we will score your instrument and provide a free phone consultation.

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