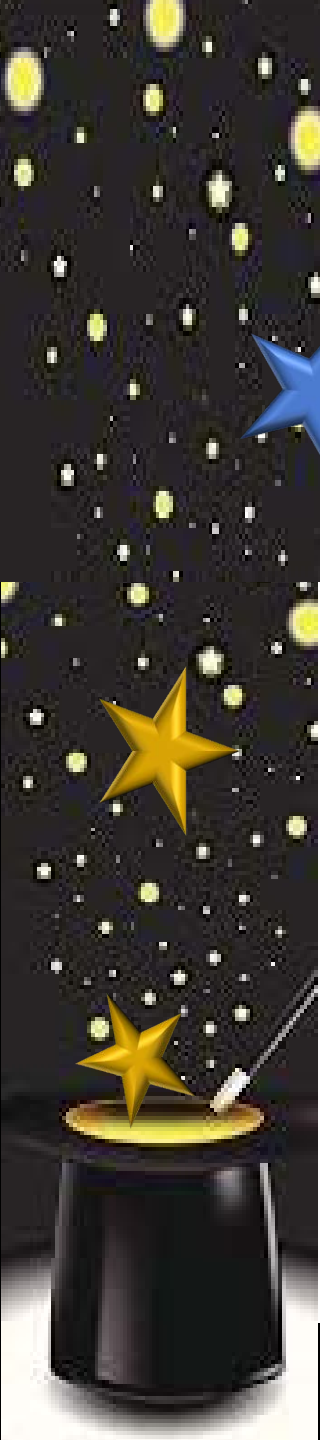




Whose Proposal is it Anyway?

IMPROVing Proposal Team Communications

Developed and Presented by:
BJ Lownie CPP APMP
Managing Director / Principal Consultant



Benefits of attending this session:

Learn to be:

- A better communicator
- Present and in the moment
- More spontaneous and creative
- Non-judgmental

..and have more fun!



Playing IMPROV games requires:



Active listening:

What gets in the way when we try to listen?

- Thinking about other things (distracted)
- Presuming to know what will be said
- Forming your response (Rebuttal)



Playing IMPROV games requires:

Active Participation:

- Listen
- Support
 - **“Yes, and...”** instead of **“But, ...”**
- Question
 - **“Help me understand...”**
- Offer your opinion, information



Playing IMPROV games requires:

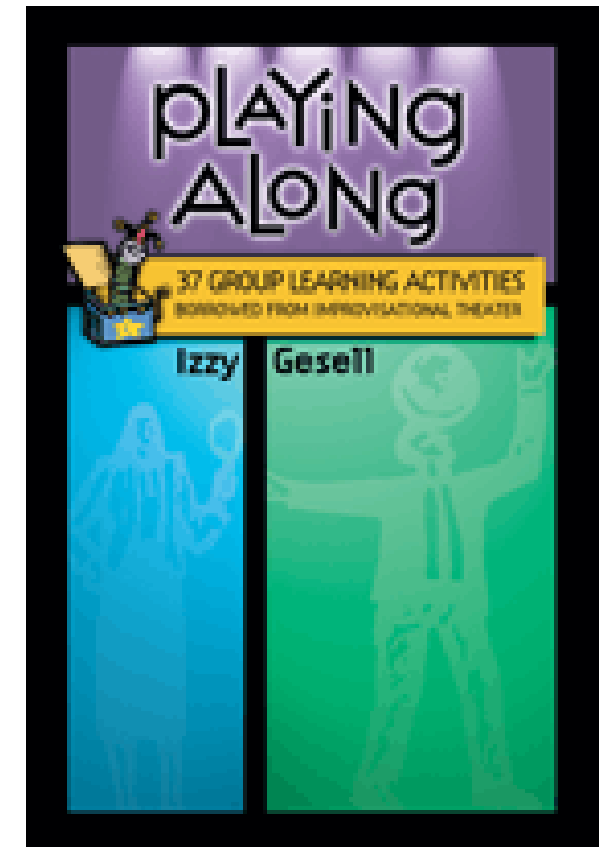
- Being present and in the moment (listening)
- Letting go of presumptions
- Suspending judgement
- Respecting/Keeping in mind the game/rules (process)
- Acceptance of what is offered
- Offering the first thing that comes to mind
- Keeping the game moving (don't stop)



The IMPROV games are based on:



- **Playing Along (By Izzy Gesell)**



The IMPROV games we'll play:

- Yes, and...
- Calliope (“Stand Up If ...”)
- The Alphabetical Conversation
- One Word at a Time
- Questions, Questions
- Others (if time allows)



The IMPROV games:



Yes, and ...



The IMPROV games:



Calliope (“Stand Up If ...”)

The IMPROV games:



One Word at a Time



The IMPROV games:

The Alphabetical Conversation

A B C D E
F G H I J K
L M N O P
Q R S T U
V W X Y Z



The IMPROV games:



Questions, Questions



Other IMPROV games:

- Three Headed Expert
- Monster Talk
- The Mirror
- Gibberish Translator
- First Line, Last Line
- Just Two



In Conclusion



Communicating well requires:

- Active listening (being present)
- Active Participation
- Respecting the rules/process
- Suspending judgement
- Acceptance of what is being offered

For more information

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