

CONNECTED COMMUNICATIONS

SIX STEPS TO GREATER INFLUENCE

Connected Communications are open, reciprocal, and timely.

Connected Communicators:

1. Intend for their exchanges to be authentic, purposeful, and mutually influential
2. Identify as someone who chooses connecting language and behavior over command and control language and behaviors
3. Examine what is known about themselves, the other parties, and the context
4. Explore options by seeking to know more
5. Enlist others by building trust and securing shared accountability
6. Execute in ways that encourage others to also choose connected communications



Connected Communicators have the skills to:

- Influence beliefs, decisions, or actions of others
- Resolve differences
- Solve problems
- Collaborate more effectively
- Strengthen teams and relationships.

Interactive and Facilitator Led

- Highly interactive including opportunities to:
 - Build on one's own experiences
 - Prepare for one's own real-world influence opportunity
- Action learning design including reflections, case studies, simulations, and role-plays
- Facilitated by certified employee development professionals.

Materials and Tools Available Include

- Connected Communication Participant Workbook
- Connected Communication Individual Case Packets (Customized cases possible)
- Six Steps to Influence and Impact: A Tool to Prepare for a Connected Communication

Evidence Based Content

- Structured using the Grounded Theory of Leader Self-Identity Development (GT-LSID)®
- Modeled on the evidence-based Connected Leadership Framework®
- Field tested with consistently demonstrated positive and sustainable results.

Contact

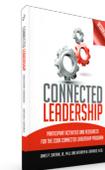
CODA Partners, Inc.

E: connect@codapartners.net

P: 727-302-9170 OR 352-424-1587

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SIX STEPS TO GREATER INFLUENCE

The Connected Communications Program provides a model for use when seeking to influence how others think, decide, or act and when reflecting on the efforts of others to influence your own thinking, decisions, and actions. Connected Communications help individuals, teams, and organizations be stronger, safer, more accountable, more productive, more inclusive, and healthier.

INTENTION

Connected communicators intend to be authentic, purposeful, and mutually influential in their exchanges. They intend to open themselves to the constructive and positive influence of others. They intend to achieve shared insight. They intend to maintain and improve relationships.



IDENTITY

Connected communicators identify as someone who uses connecting language and behavior. They believe in communicating in ways that are open and reciprocal. They see themselves as persons who seek and value two-way communication. They see themselves as persons who communicate authentically and with purpose.

EXAMINATION

Connected communicators examine to understand themselves, others, and the context in which they interact as a bridge to better collaboration and to greater and sustained influence on thinking, decisions, and actions. They examine what is known about the current situation, including the roles, responsibilities, and the potential rewards and risks for each person, the team, or the organization.

EXPLORATION

Connected communicators explore the perspectives of self and others. They explore options to solve problems, reconcile differences, and enhance collaboration. They do not lull themselves into thinking they have all the data. They seek to know more: how each person has contributed to the situation, explanations for the current circumstances, a range of options to consider.

ENLISTMENT

Connected communicators enlist others. They are trustworthy and trusting. They make sure that any message that is intended to impact the thinking, decisions, or behavior of others is constructed and delivered in a way that people will want to buy in, engage, and accept shared accountability to achieve the vision, complete the project, or meet the expectations and standards.

EXECUTION

Connected communicators execute to influence changes in behavior or performance, and to get the right things done because of how they communicate. They are open to the influence of others, which in turn, opens others to being influenced by them. They strive to create connections. They act to reconnect when others seek to disconnect from important conversations or shared accountability.