

# Sharon Drew Morgen trains live!

## From Mystery to Mastery a program for leaders to facilitate change

Learn Change Facilitation with NYTimes Business bestselling author and original thinker in 8 3-hour Zoom sessions starting September 11

Recognized norms may no longer be valid; you may need additional skills to help clients

- discover a path to new norms and goals with creativity, curiosity, and collaboration;
- design answers where there is now uncertainty;
- traverse the specific steps of change, buy-in, and implementation;
- think without biases to facilitate values-based transformation;
- use current skills where viable, and add new ones when needed – and know the difference.

With the current confusion, you must up your game – go beyond recognized standards to be unbiased change agents and facilitate change while maintaining the integrity of the client's culture. Your clients need a route to currently-unknown Mastery. Using a new form of question, a new form of listening, and an original change facilitation model, this online program of eight 3-hour sessions offers the tools to help them discover, define, accomplish, and get buy-in for new, successful, initiatives.

Join Sharon Drew Morgen, original thinker, NYTimes Business Bestselling author of ***Selling with Integrity*** and 7 other books on change in sales and leadership on this original Learning Facilitation program as you add new skills to:

- recognize which of your current skills need upgrading;
- listen without bias to lead discovery through systems and values;
- pose Facilitative Questions that empower clients to discover their own answers;
- go beyond standardized assumptions to enable transformation where needed.

Sharon Drew, noted for her unique facilitation models in sales (Buying Facilitation®), coaching, leadership, and healthcare, will enable participants to discover the skills – not merely the behaviors, but the actual HOWs – needed to enhance their current skills by inputting the new material into brain circuitry for permanent use.

Work personally in small groups with Sharon Drew as she trials her first Zoom training before the program is offered to the general public. [\*\*CLICK TO BUY\*\*](#)

# SYLLABUS

## **Session 1: 3 hours Morning September 11**

- Listening biases
  - Exercise: How do you listen? How/when do you bias?
  - Individual study: what do you listen for? Questions from SD
  - Class discussion
  - Listening lecture: How our brains listen; how to listen without bias

## **Session 2: 3 hours Morning September 14**

- Facilitative Questions: enabling creativity, collaboration, and buy-in
  - Lecture: what is a question? How to expand use for client discovery.
  - Demo: formulating Facilitative Questions to lead new thinking
  - Role plays/coaching with Sharon Drew: formulate FQs to elicit change criteria
  - Group demonstration/practice: Formulating Facilitative Questions
  - Class discussion

Homework: Participants will begin creating role plays for group work.

## **Session 3: 3 hours Morning September 16**

- Systems/Logical levels: how people show up/act/decide/strategize
  - Lecture: Foundational thinking: the steps of choice and decisions
  - The system of choice
  - Class demo: Discovering and testing the systems for change: skills for leadership
- Listening for Systems and traversing the steps of change
  - Demo: How to Listen for Systems to lead group buy-in and discovery
  - Personal work: Understanding your own system

## **Session 4: 3 hours Morning September 18**

- Curiosity
  - Lecture: curiosity without bias
  - Exercise: Can you lead without bias? Can you facilitate change using systems thinking?
  - Personal work: how do you bias your curiosity when leading change?
  - Discussion

Homework: complete role play scenarios for use Day 3

## **Session 5: 3 hours Morning September 21**

- Sharon Drew demos Change Facilitation process. Includes:
  - Formulating Facilitative Questions
  - Listening for Systems
  - Traversing the steps of change

## **Session 6: 3 hours Morning September 23**

- Lecture: how to facilitate discovery when future and norms aren't developed yet
  - Group practice: break into teams of Leaders/Followers to practice new skills
  - Sharon Drew to supervise.
  - Q&A

## **Session 7: 3 hours Morning September 25**

- Q&A
- Continue group work; switch Leaders and Followers
  - Practice, integrate new skills

## **Session 8: 3 hours Morning September 28**

- Putting it all together
- Q&A – Going forward



**BIO:** Sharon Drew Morgen is a noted change agent, innovator, original thinker, NYTimes Business Bestselling author who has spent her life developing Change models that intervene between thoughts and actions to expand choice. She has trained over 100,000 people in global corporations such as Morgan Stanley, KPMG, IBM, Bose, GE, Kaiser, DuPont, P&G, Wachovia, California Closets, Microchip.