BSCorbett Consulting, LLC

This Workbook belongs to:

BUSSW Participants: Dean Barbara L. Jones, organizational sponsor, and Associate Deans & Chairs

Welcome back to our Leadership Learning Collaborative. BSC is excited to provide individual and team coaching and facilitation for YOU.

Our Leadership Focus: Taking ownership and initiative, team building, and strengthening communication.

Program: Own. Lead. Act. Leading in an organization, in your professional career, and in your personal life is all about you, your relationships, and your strategic implementation. To be a leader, the first person you need to lead is yourself. This BSC program provides participants with best practice leadership and communication techniques to support YOU in becoming the leader of yourself and others.

Services and Deliverables

BSC breakthrough training, strengths-based coaching, and collaborative facilitation meet organizational and individual needs. We provide supportive accountability to increase transactional and transformative success. Team training with a coaching style emphasizes the importance of the teams' actions *between* sessions and the commitment to change resulting in enhanced team dynamics and relationships, and improved communication skills, collective goals, and team results. Peer sharing and support are vital to reaching sustainable performance and outcomes. BSC facilitators serve as a neutral guide and provide a high-level of collaboration.

Four (4) Team Sessions with Becky and Neale

Team Sessions	Dates	Leadership Themes	Communication using the DISC tool
Team Session #1of4	8/13/26	Our Self Awareness	DISC Overview
Team Session #2of4	10/15/26	Our Relationships	DISC Group Report
Team Session #3of4	12/17/26	Our Brand	Power DISC
Team Session #4of4	Feb 2027	Our Results	DISC Styles in everyday communication

a. Each team member will articulate their Move to ACTion next step at the end of each session.
b. Coaching and facilitation includes supportive accountability, encouragement, and celebration.

Team Success Guidelines

What you can expect…

- Interactive, facilitated conversations
- Clear takeaways and Move to ACTion next steps
- Ongoing reflection & application

We agree to and commit to these team success guidelines…

- Show up: Start and end on time
- Be present: Actively participate
- Be ourselves: Turn up as the authentic version of me
- Vegas rule: What happens in group, stays in group
- Have fun: Enjoy time with colleagues

The **Leading ME Principles®** support your becoming the leader of yourself and others. Our approach presents leadership as an active practice. It is grounded in intentionality and action, that requires your conscious decision to improve and grow, both yourself and others.

Welcome Back Reflections: Own. Lead. Act. *Use the mirror to reflect, "Am I leading ME?"*

Today's Leadership Theme: Our Relationships

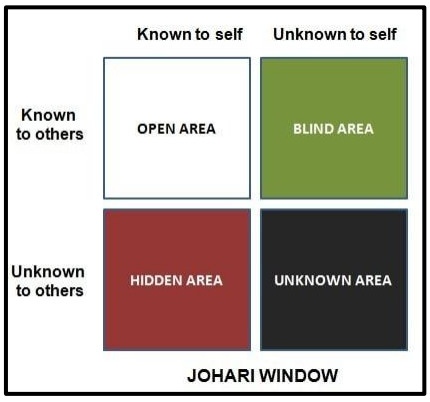
Building Relationships reflection: *Look in the rearview mirror…Are others present?*

You cannot lead alone. Leading ME involves others—the team. Good leaders rely on the trust and collaboration with others to accomplish goals.

Perceptions



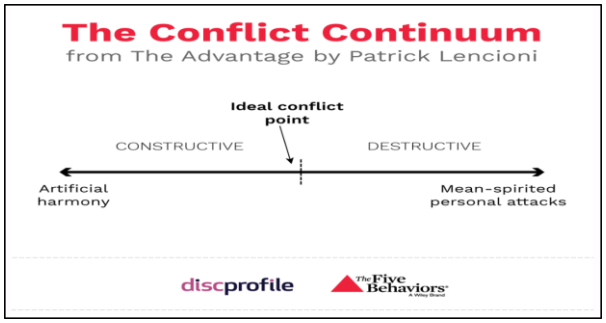
Johari Window



My DISC Style…

Our Team's DISC Style…

The Conflict Continuum



Everyone Communicates, Few Connect—©2010 John C. Maxwell

Connecting Principles

Connecting Principle #1: Connecting increases your influence in every situation

When leaders connect with their people, the results are magical. Connection inspires trust, motivates hard work, and generates positive momentum. Learning to build rapport with others at a heart level yields benefits, not only at work but in every area of life.

Connecting Principle #2: Connecting is all about others

If you want to communicate with others, you have to get over yourself. You must shift focus from inward to outward, off of yourself and onto others. The best communicators concentrate on the needs of the audience and factor them in when delivering a message.

Connecting Principle #3: Connecting goes beyond words

As a communicator, nothing can happen through you until it happens in you. Whatever is inside of you, whether positive or negative, will eventually come out when you communicate to others. You have to internalize your message before asking others to accept it.

Connecting Principle #4: Connecting always requires energy

To make a connection, a leader must expend energy to step toward the audience both relationally and emotionally. Initiating connection involves preparation and service, each of which depletes energy reserves. For this reason, connecting requires stamina. Leaders must recharge in order to have mental and emotional strength to offer to others.

Connecting Principle #5: Connecting is more skill than natural talent

Becoming a connecting communicator is a process. To improve as a communicator, study great connectors and emulate them. Give thought to what causes people to listen to others, and work on cultivating those characteristics.

Connecting Practices

Connecting Practice #1: Connectors connect on common ground

When attempting to bridge a communication gap, don't start the process by giving your opinions. Instead, move to where the other person is and try to see the world from their perspective. Willingness to see from another person's point of view is the secret of finding common ground.

Connecting Practice #2: Connectors do the difficult work of keeping it simple

Simplification is a skill, and it's necessary if you want to get through when you communicate. Shorten your message so that others can remember it. Stick to a main point, and don't hop from topic to topic. Also, be repetitive. Good teachers cycle through the same information until it sticks in the minds of their students.

Connecting Practice #3: Connectors create an experience everyone enjoys

If you want to connect with another person, you have to be interesting. People tune out when they begin to feel bored. Learn about your listeners. Step into their world and communicate in a way that addresses their interests. Also, use illustrations and imagery to get your point across. Stories have a much longer shelf life than abstract ideas.

Connecting Practice #4: Connectors inspire people

Leaders set the tone in an organization by how they approach their work and how they approach their people. Through their actions, they communicate their character, credibility, and convictions. People need to be convinced of the passion of their leader before they will put passion into their work.

Connecting Practice #5: Connectors live what they communicate

Credible communicators walk the talk. They align their values and actions. Over time, people note their consistent integrity and recognize their character. In turn, a respectable reputation gives communicators credibility and affords them the opportunity to add value to others.

Who do I need to break bread with?

Accountability & ACTion: *My Move to ACTion next step is…*