

COMMUNICATION

Questions Are the Answer

Participants become the person other people listen to, by asking inviting questions and listening for what the other person needs.

"Our teams work in silos."

"Our sales team leaves revenue on the table."

WHO IT IS FOR

LEVEL

All employees, Sales teams,
Frontline leaders, Mid-level leaders

GROUP SIZE

Any group size

TIME

Anywhere from 60 minutes to 2
days

FORMAT

In person · Virtual

LANGUAGES

English

BUSINESS OUTCOME

Collaboration, Revenue growth

WHAT HAPPENS

Participants practice conversations that make a difference for the other person, and notice the difference between having an agenda and being committed to value.

Difficult conversations get rehearsed with real stakes and live feedback.

Everyone leaves with a conversation they were avoiding, scheduled.

WHAT CHANGES

- People listen to you because you listened first
- Difficult conversations happen sooner and go better
- Sales conversations open up instead of closing down
- Questions replace assumptions

HOW WE MEASURE

The team leaves with a written action plan, each item tied to a name and a date. Thirty days later we check which items moved and report that back to the sponsor.

HOW IT FITS WHAT YOU HAVE

Runs inside an offsite, a kickoff, or a standalone half day. The debrief language matches your values and priorities so the lessons carry back to the day job.

INVESTMENT

\$10,000 per day

Per delivery · same number in USD, CAD and EUR

Half day or full day, one Facilitator.

Formats: anywhere from 60 minutes to 2 days, for any group size. One Facilitator day covers everything up to a full day at the investment shown; a second day adds \$10,000.

WHAT IT INCLUDES

- A one-hour Joint Solution Design call, where you choose what your Participants experience
- Your Blueprint, the design for your delivery, reviewed by you before anything is built
- A Participant Manual matched to that Blueprint

PROOF

JP Morgan Chase · RBC · BMO · Wachovia

Named clients of the productive-conversation experience, alongside Royal Bank of Scotland, Dominion Lending Centres, The Mortgage Group and Citizens Bank. No result number on file yet.

Schedule a 20-minute walkthrough

[See how it runs online](#)

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