Exactly What to Ask to Build Learning Experiences Students Love
We are all inspired to build programs that students love. Programs that transform them into people who will lead our communities and companies in the future. Carry on a legacy for their family, or become a transitional character.

Building programs is one thing. The obvious finished product, but there is so much that goes on behind the scenes. The space that very few talk about, and if your program is really good, not many should know about. But this is your arena as an educator or administrators.

This is where you are having conversations with colleagues and peers to collaborate effectively; build new programs, adapt old ones, support each other to win together, and alone.

And also you are having conversations with current and prospective students to help them overcome the barriers to education. Logistical. Knowledge gaps. Or their own self-belief. You are working hard to help students make a decision that is in their best interest.

I can bring the thunder; share my stories and a wealth of expertise to help you have higher quality conversations with the people in your world. But you need to squeeze the lemons.
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What is a historical situation where you could have benefited from being more curious?
GIVE CONTEXT = UNCERTAINTY
“The worst time to think about what you’re trying to say is when you’re trying to say it”
Who are you speaking to later this week?
I'm not sure if it's for you, but…

My name is Dave Inglis reaching out from Communitech. I'm not sure if it's for you, but we have uncovered a big challenge in our business community that could create some exciting opportunities for recent graduates to find employment.

Would you be open to meeting to discuss?

Dave
What is the #1 reason why we don’t ask for things we want?
“I’m not sure if it’s for you, but...”
There’s no pressure here
Create intrigue and curiosity
Leverage the power of BUT
People do things for their reasons, not yours.
“Can you help me understand...”
Make your lack of understanding your fault

Position yourself as the learner

Create their context
“You have 3 options...”
Option 1: Hard choice with questionable returns

Option 2: Do nothing

Option 3: Make the right choice
“Would it help if...”
A conditional offer of help that creates a new hypothetical reality

Stuck in MAYBE

Be so helpful it’s almost impossible to refuse
The person asking the questions is in control of the conversation
What has been the most valuable learning for you so far?
Welcome!

Agenda
6:00-6:30
Get to know the DISC team, network and enjoy a bite to eat from Two Feet.

6:30-7:30
Learn more about the DISC Program and dive into ourLeod.

7:30-8:30
Join the DISC team, network and check out the video booth.

For more information, visit www.discardisc.com.
“I bet you’re a bit like me...”
Quickly find common ground

Path of least resistance

Make it easy to agree on something
“How certain are you?”
Respectfully challenge conviction

Re-open minds to consider the big picture

Position an alternative point of view
“How would you feel if...”
Future conditional thought

Create tension between where someone is, and where they want to be

Create a truth worth changing for
Change Your Words.

Change Your World.