

STS conversation planner

Details (name, organisation, date):	
<p>R: Rapport builders: (ice breakers, my intro, reason for conversation, agenda, outcomes)</p>	
<p>E: Exploratory questions: Situational, toward/away tension questions ("what are you doing to address..." "what would the impact be if..." "where's the risk?" "what level of priority is that?" etc) Identify a pain point that you can add value to. Help them think through the problem with your insights.</p>	
<p>V: Value questions, stories, criteria questions: Explore beyond logical/monetary value. What would this do for business & <i>them</i> in their career? Knock on effect? <i>They</i> must tell you. What's most important?</p>	
<p>O: Options: Could jot ideas in advance but best to remain flexible and suggest based on conversation. Going in with one solution in mind often leads to blinkers/missed opportunities. Options should be suggested only when they align with diagnosed and compelling needs. Test for interest.</p>	
<p>D: Decision: How I'll ask for a decision to proceed (either with the project/proposal or next conversation)</p>	
<p>How well did I meet my original intent? What did I learn? What went well? What will I do next time? What can I share with colleagues?</p>	

70% them talking

30% you suggesting valuable options