

fierce.®

CONVERSATIONS®



7cities
on housing
and homelessness

fierce.®

While no single conversation is
guaranteed to change the
trajectory of a career, a company
a relationship or a life

- any single conversation can.

Definition of a Fierce Conversation

A Fierce Conversation is a conversation in which we come out from behind ourselves, into the conversation, and make it real.

The 4 Objectives

- 1 Interrogate Reality
- 2 Provoke Learning
- 3 Tackle Tough Challenges
- 4 Enrich Relationships

The 3 Transformational Ideas

- 1 Our careers, our companies, our personal relationships, and our very lives succeed or fail gradually, then suddenly, one conversation at a time.®

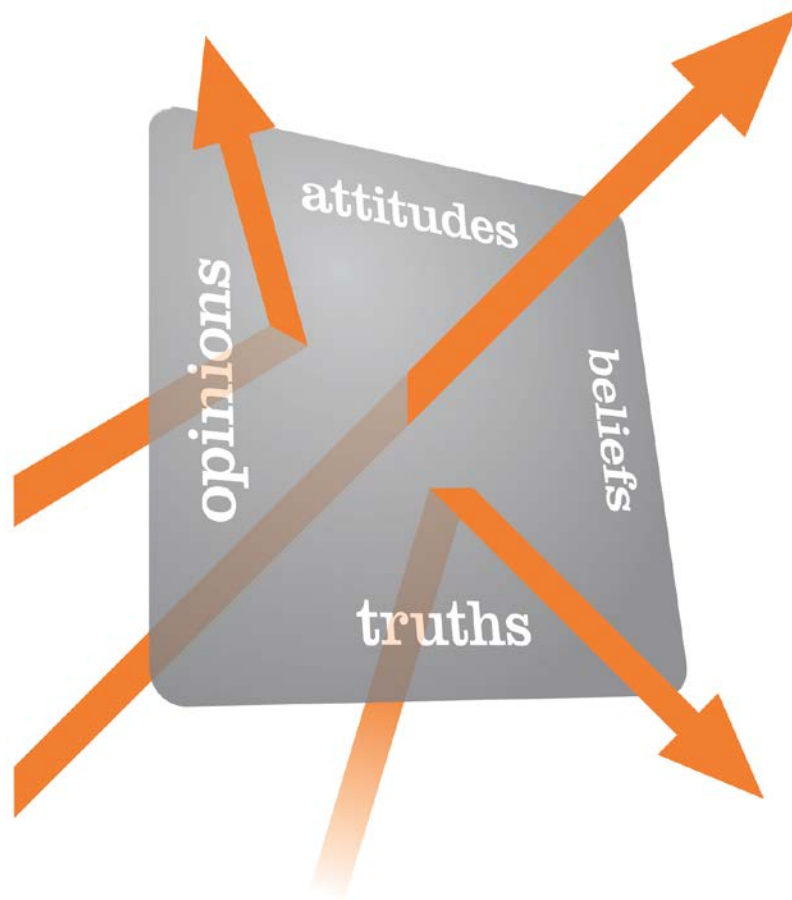
The 3 Transformational Ideas

2 The conversation *is* the relationship.®

The 3 Transformational Ideas

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- 3** All conversations are with myself,
and sometimes they involve other people.®

The Context Filter



The 3 Transformational Ideas

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- 3** All conversations are with myself,
and sometimes they involve other people.®

The 7 Principles of Fierce Conversations

- 1 Master the Courage to Interrogate Reality®
- 2 Come Out From Behind Yourself,
Into the Conversation, and Make It Real®
- 3 Be Here, Prepared to Be Nowhere Else®
- 4 Tackle Your Toughest Challenge Today®
- 5 Obey Your Instincts®
- 6 Take Responsibility For Your Emotional Wake®
- 7 Let Silence Do the Heavy Lifting®



confrontation
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thank you.