

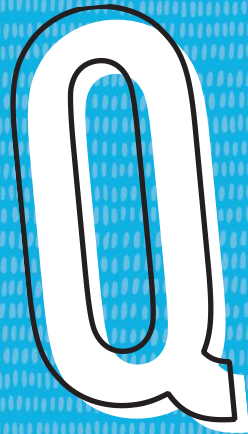


Becoming a Powerful Partner

Building trust one conversation at a time

www.SarahNollWilson.com





Q

**WHAT WOULD YOU
WANT THEM TO SAY
ABOUT WHAT IT IS
LIKE WORKING WITH
YOU?**



----- @SARAHNOLLWILSON

PSYCHOLOGICAL SAFETY



I can be myself

I feel safe to take risks

It's ok to make mistakes

I can discuss difficult topics

I can ask for help

My contributions are
valued



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DISTRUST

IS SILENTLY



VIOLENT



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**YOU DON'T DETERMINE IF
YOU ARE TRUSTWORTHY,**



**THE OTHER
PERSON DOES.**



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AUTHENTICITY

LOGIC

EMPATHY

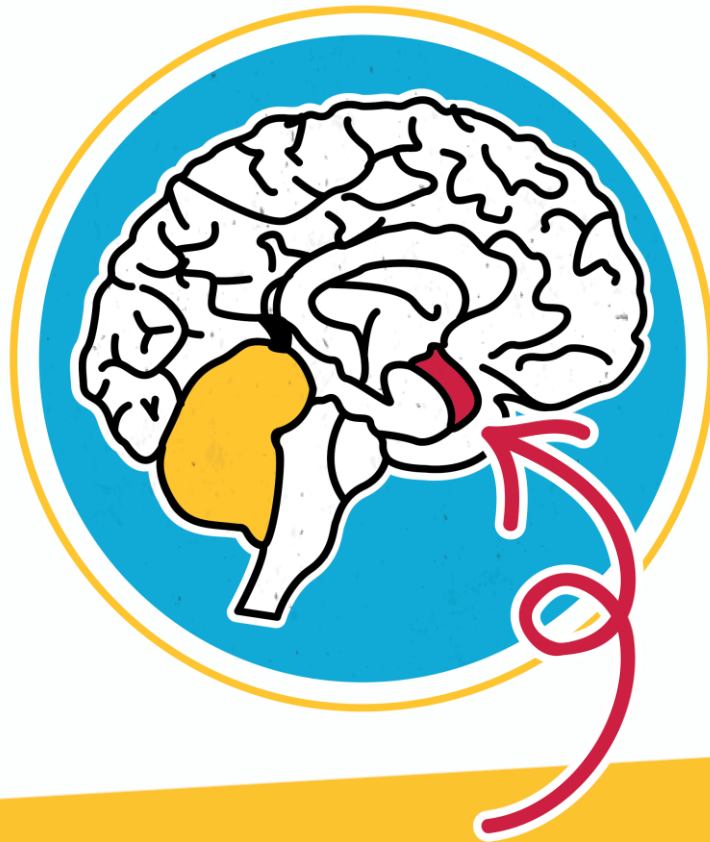


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9 OUT OF 10



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AMYGDALA HIJACKING



@SARAHNOLLWILSON



SEYMOUR



@SARAHNOLLWILSON

HELLO

MY NAME IS

Amy G. Dala



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Transactional

Tell

Ask



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Positional

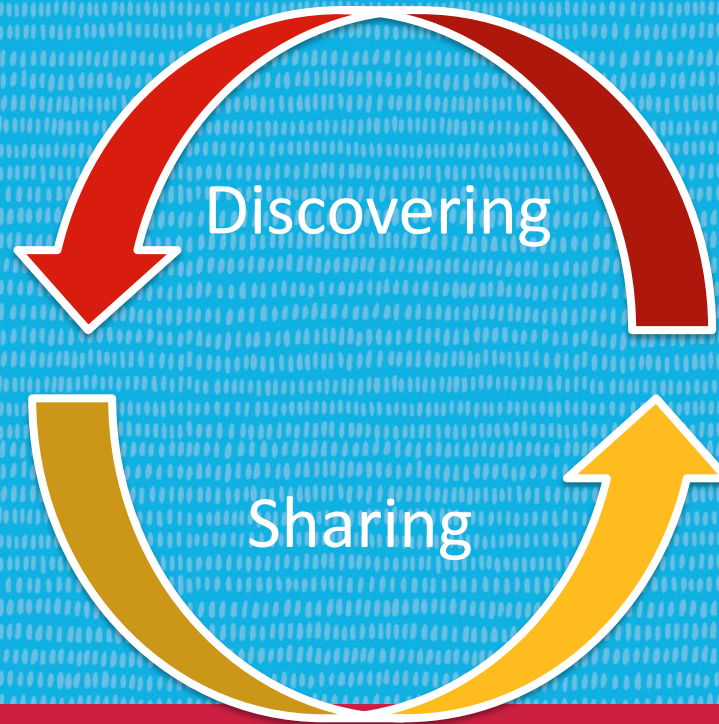
Advocate

Inquire



@SARAHNOLLWILSON

Transformational



@SARAHNOLLWILSON

Transactional

Positional

Transformational

Tell

Ask

Advocate

Inquire

Discovering

Sharing



@SARAHNOLLWILSON

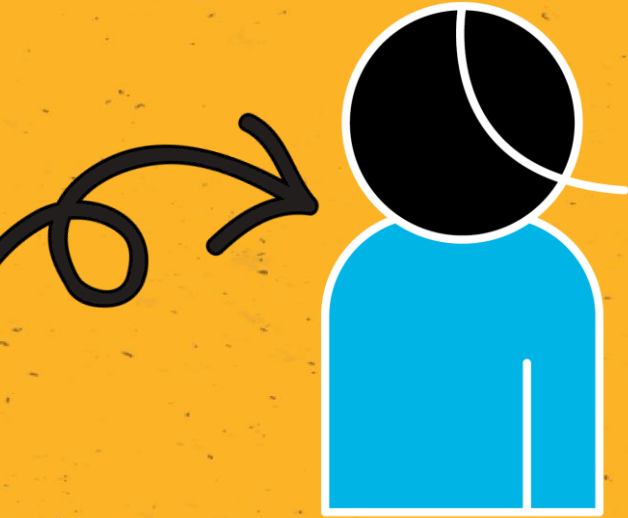
“I told
you so”



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FOCUS ON SELF

What does this mean to me?



FOCUS ON OTHERS

What does this mean to them?



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What did you hear your partner values?

What did you hear are your partner's strengths?



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DESIGN YOUR PARTNERSHIP



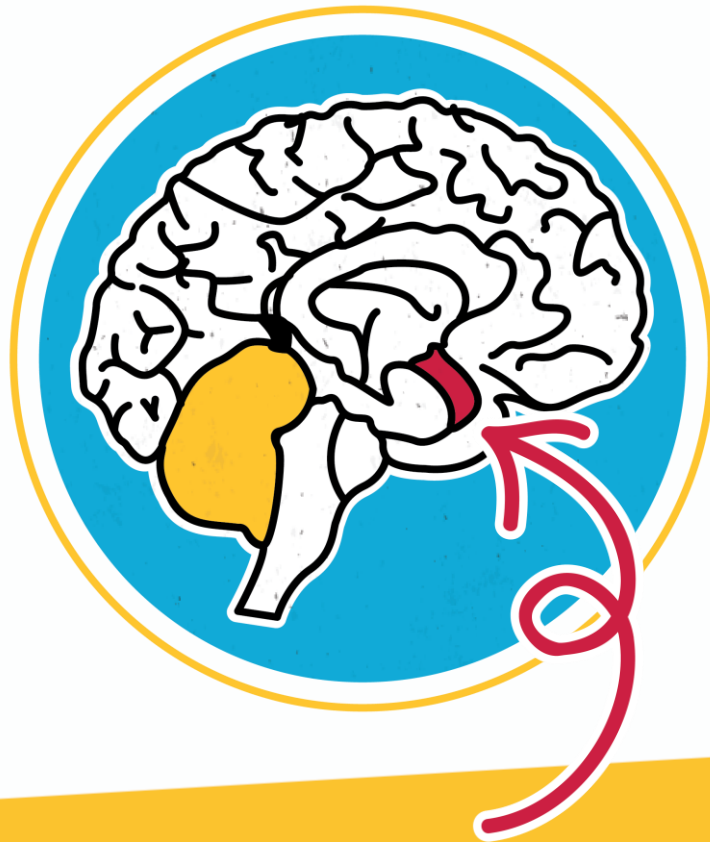
What should I know about working with you?

What should we do when one of us doesn't show up at our best?

What would make this a powerful partnership for you?



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