



Using Your B.R.A.I.N.


**Get your ideas heard when the stakes
are high and time is short**


When everyone around you is crazy busy, how can you present your ideas in a way that is meaningful, well thought out, and responsive to your team's needs? EASY. Use your B.R.A.I.N. B.R.A.I.N. is a quick, easy, and powerful tool to effectively present your ideas. In a competitive environment that demands the best idea wins, use this technique to get ahead of the pack.

Participants will:

- **Learn to evaluate ideas using their B.R.A.I.N.**
- **Walk away with ready to use language**
- **Create and Action Plan**
- **Laugh at least once**



 www.ManagingConflict.com

 CB@managingconflict.com

 CarolNBowser

 Conflict Management Strategies

 Carol Bowser

Conflict Management Strategies, Inc
www.managingconflict.com
253-219-5532





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Carol Bowser


President of Conflict Management Strategies, Inc. is an expert in workplace conflict – what creates it and how to resolve it. While she HATES arguments, she loves maintaining sanity and increasing production by jumping into conflict to fully resolve it. She received her law degree from Seattle University School of Law and her Mediation Training through Pierce County Center for Dispute Resolution. She is a speaker, trainer, and consultant for employers on how to avoid workplace conflict.



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Using Your B.R.A.I.N.
Fast, Easy, Technique to Artfully Negotiate Through Tough Conversations

Executive Summary

At work you must be able to have tough conversations—a conversation that may make you uncomfortable or might make the other person uncomfortable. Most people avoid the tough conversations because they simply do not know how to quickly think on their feet and direct the conversation toward the best result –while being both respectful and kind.

To increase your chances for successful conversations, simply use a tactic that is easy to remember and HIGHLY EFFECTIVE. The best thing is you can use this ANYWHERE and with ANYONE.

Negotiation-Problem Solving-Collaboration:

3 Reasons why you chose NOT to Negotiate:

Benefit you received by NOT engaging-cutting the conversation short-agreeing to do something you did not want to do?

Big Misconception:

Nothing Important was just “banged out”
(Unless there was a lot of crying and yelling involved.)

B.R.A.I.N.

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