

An abstract, colorful geometric pattern on the left side of the slide. It features overlapping, curved shapes in shades of blue, red, green, yellow, and pink, creating a star-like or flower-like appearance with a white center.

The Power of Generative Conversations

A breakthrough for
leadership and life



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Listening is your most
leverageable asset, and
the greatest gift you can
give or receive.

Listening is the foundation in which
conversations, relationships, even
leadership exists.



What if, everything you ever
wanted was on the other side
of a conversation?

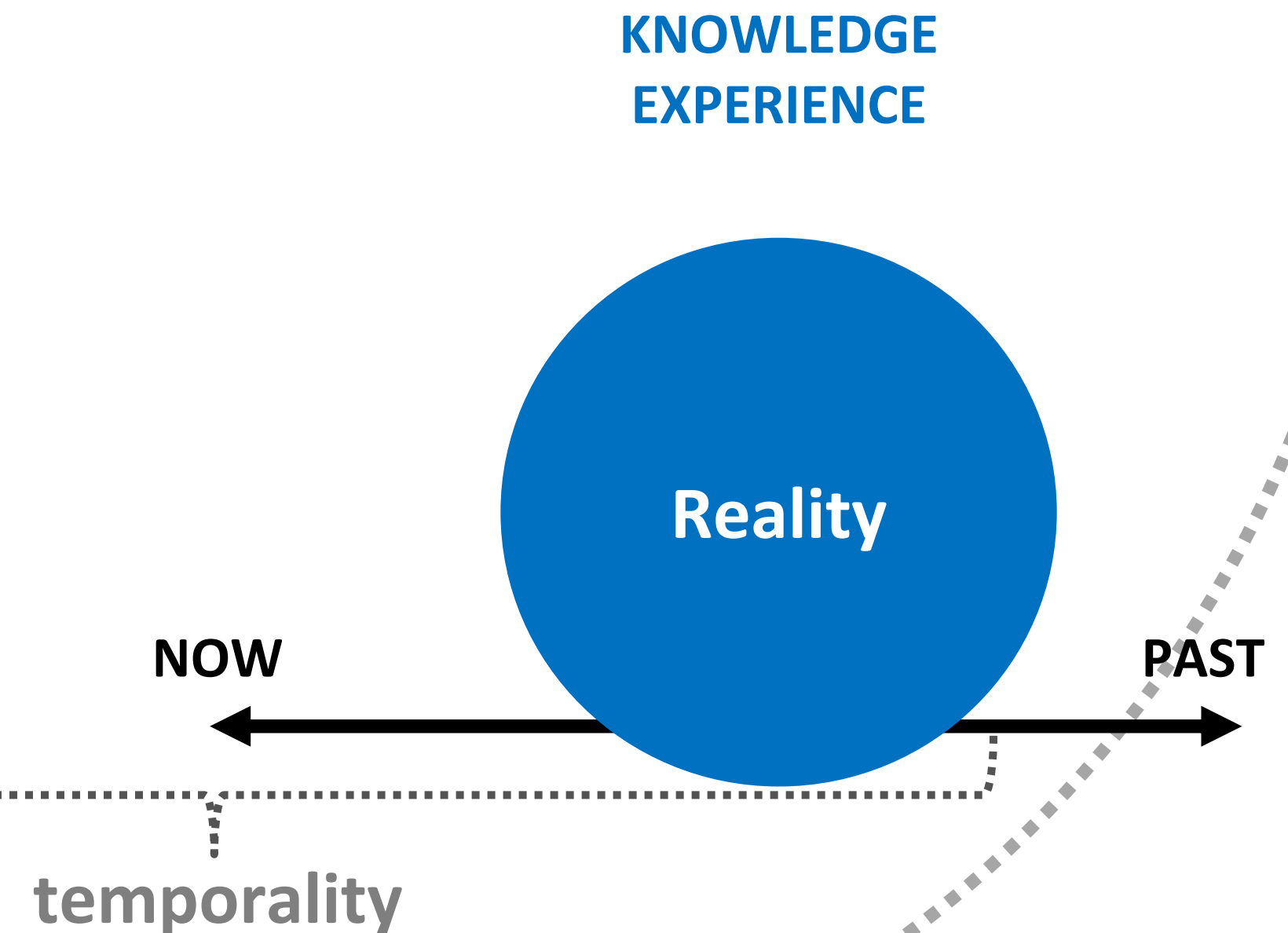
What's the conversation,
and with whom?

**Listening is our
ability to create
space –**

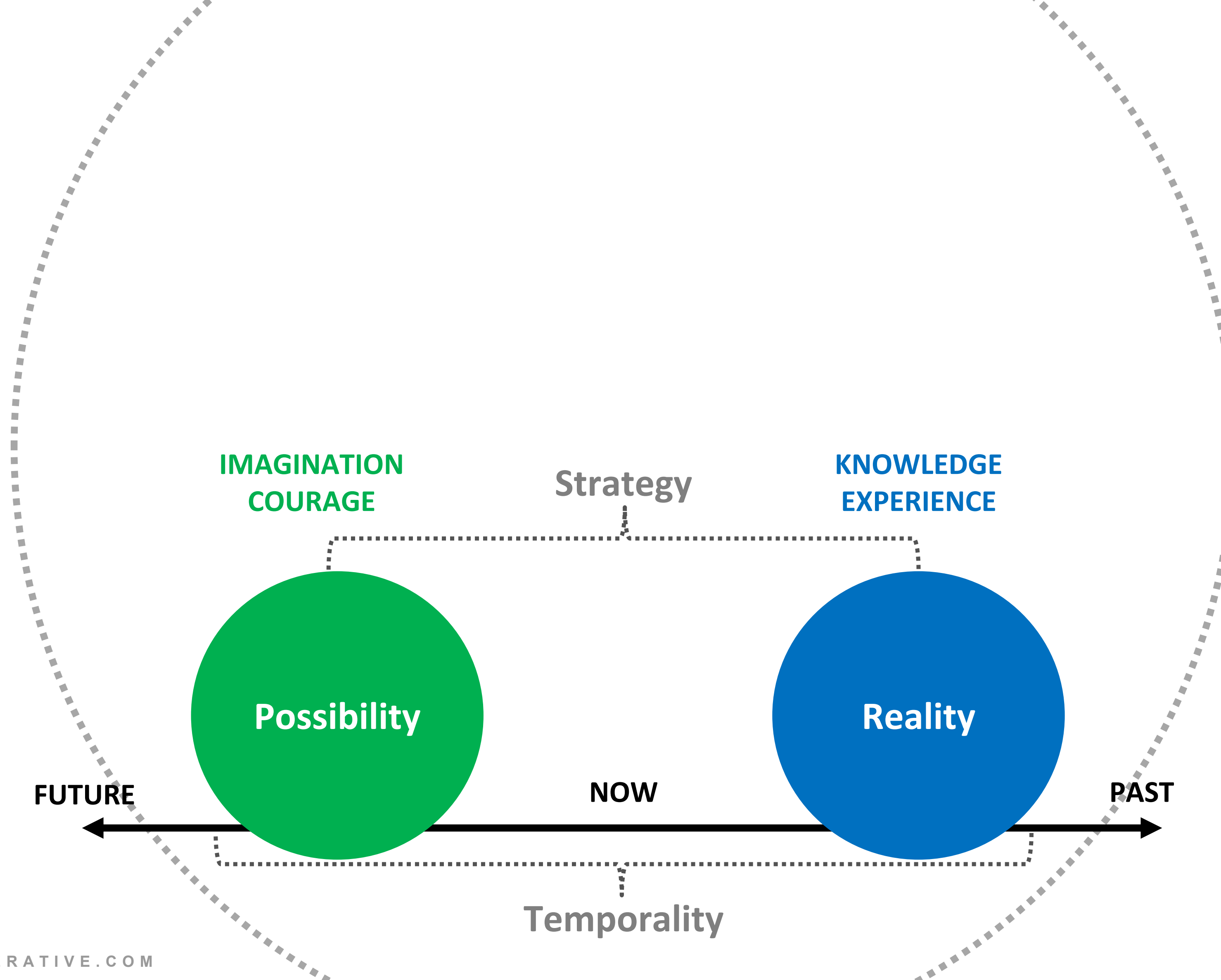
Your
(Infinite)
Capacity

Automatic

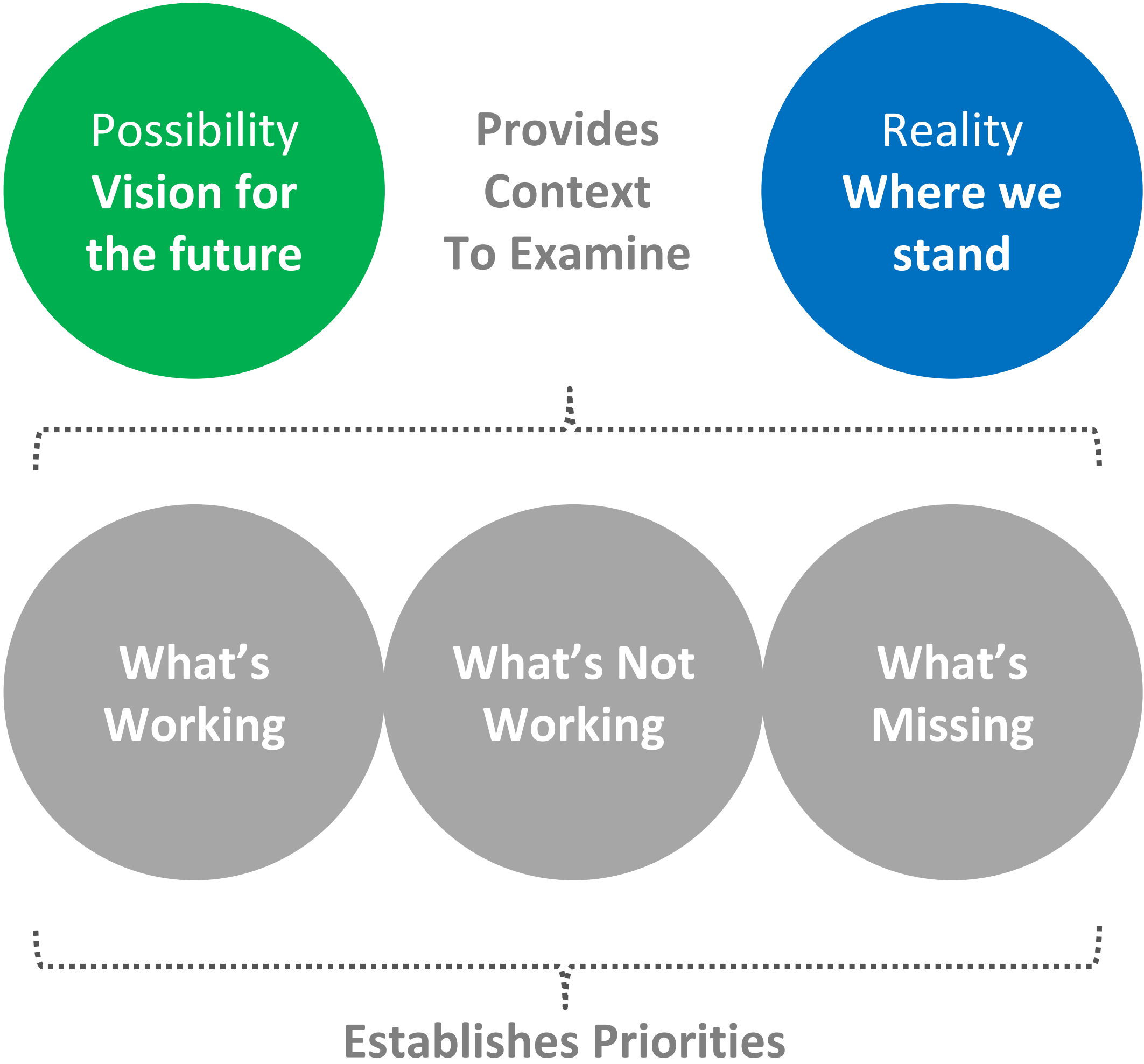
Listening is our
ability to create
space –
where **insights**
can come into
existence inside of



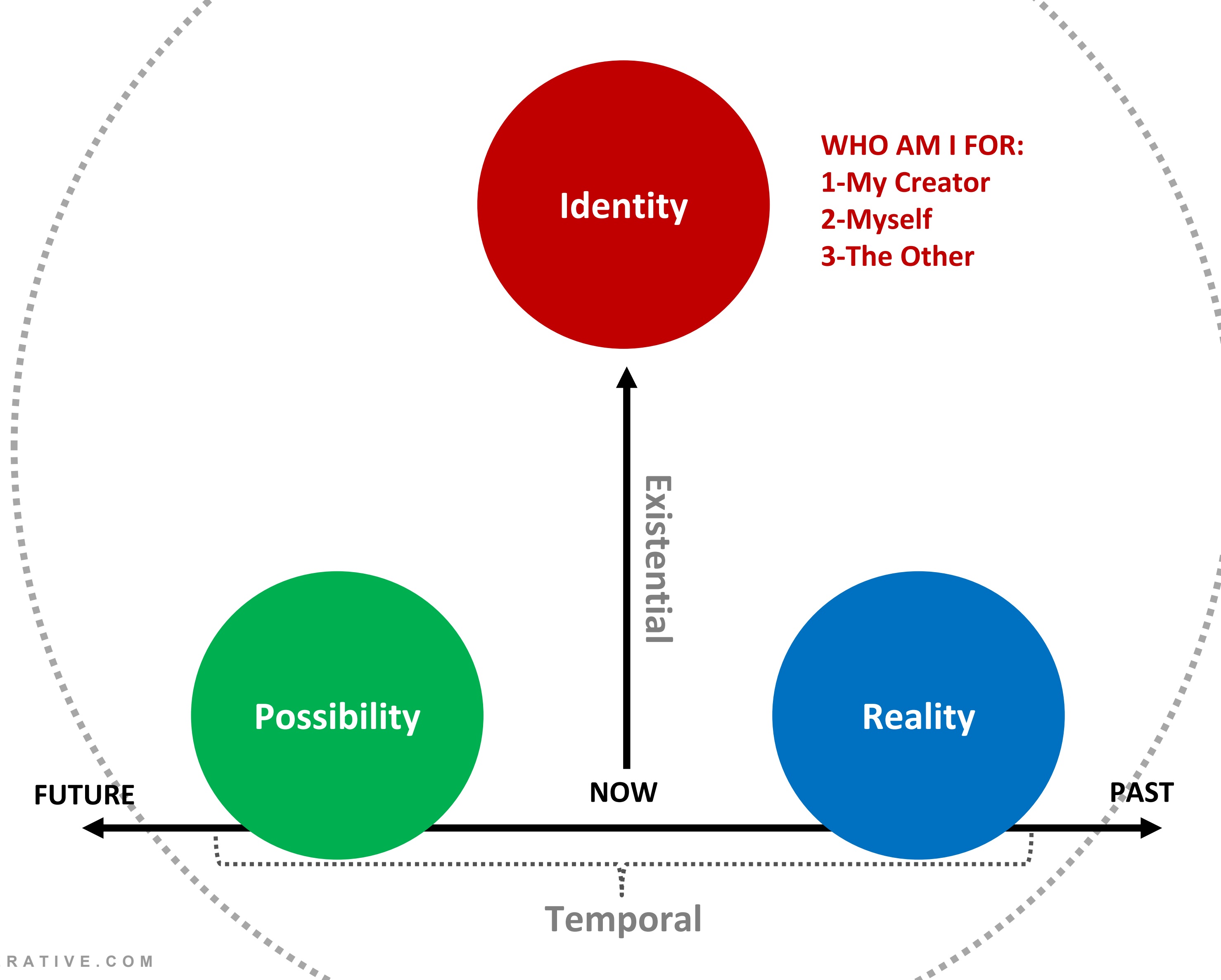
Listening is our
ability to create
space –
where **futures** can
come into
existence inside of



Strategy only exists in the space between where we stand and our vision for the future



Listening is our ability to create space – where **people** can come into existence inside of



What are critical conversations?

Critical Conversations are when...

- something is at stake
- there's impact if nothing changes
- action is required by both parties
- it is a conversation

Critical Conversations are not...

- a demand, warning or reprimand
- a directive or announcement
- an ultimatum
- one-way



CRITICAL CONVERSATIONS CHECKLIST

Play to win: How to set up both parties for success.

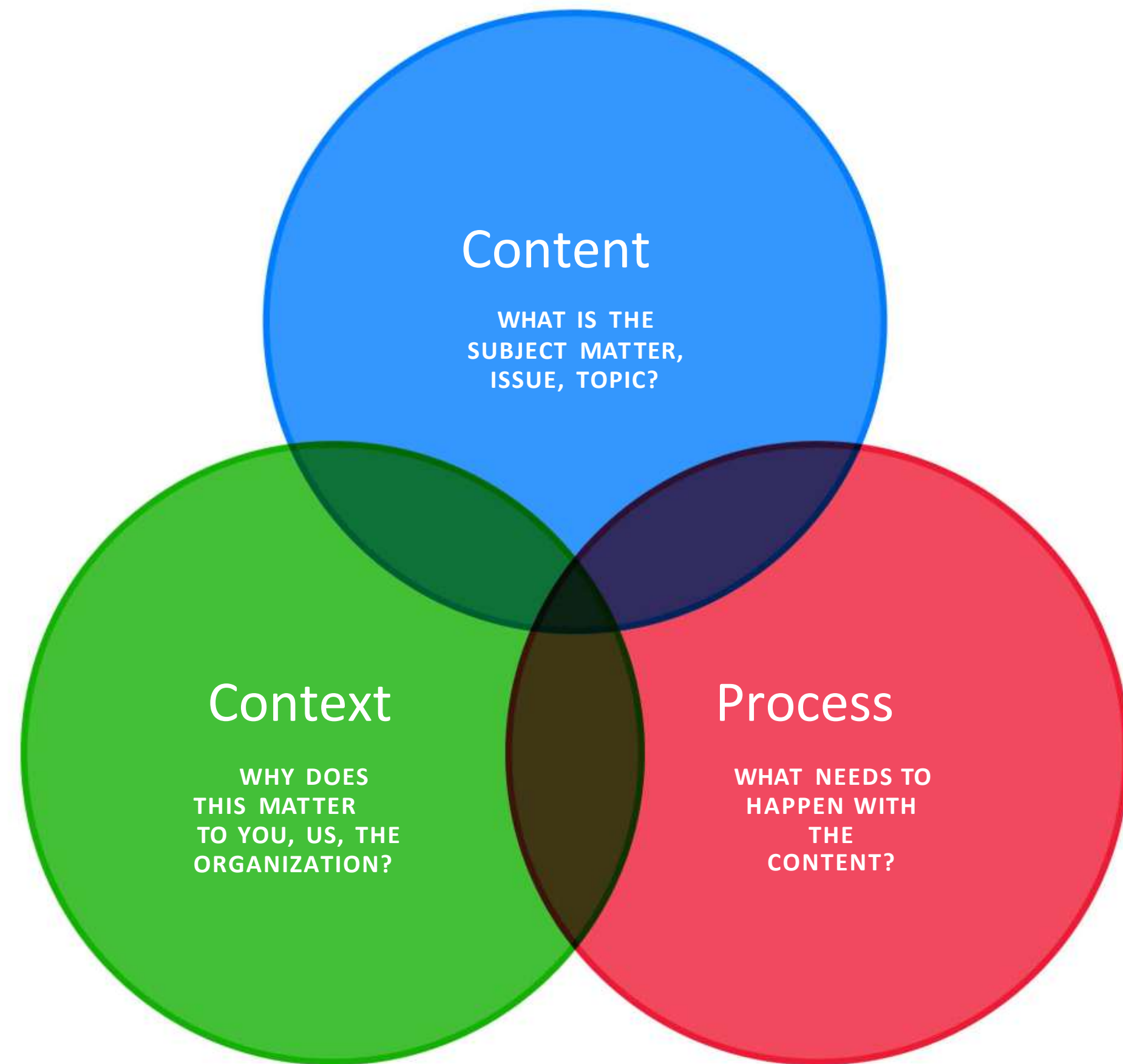
1. Have a clear intention and be clear about what's at stake
2. Give both time to prepare
3. Set a winning environment and define success
4. Be aware of your listening and listeners
5. Be prepared to pause and regroup
6. Wrap-up: What's clear, not clear, needed, next.
7. Follow up

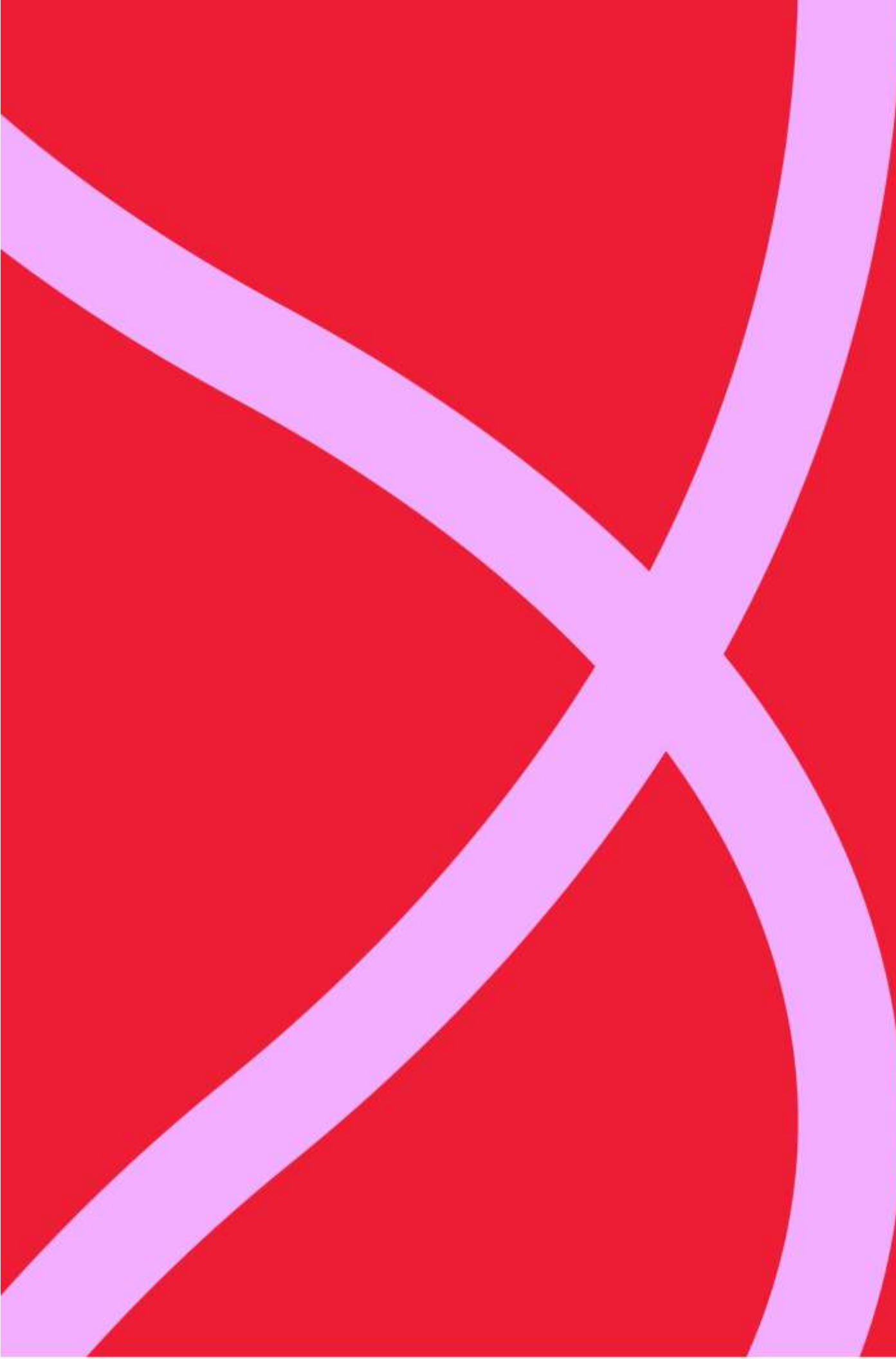
ADVANCED CONCEPTS

Communication Distinctions

Effective communication hinges on acknowledging three distinct elements: content, context, and process.

All three must be addressed to the degree that it empowers those you are communicating with. In the absence of context, the very element that imbues communication with meaning, the message we convey becomes meaningless.

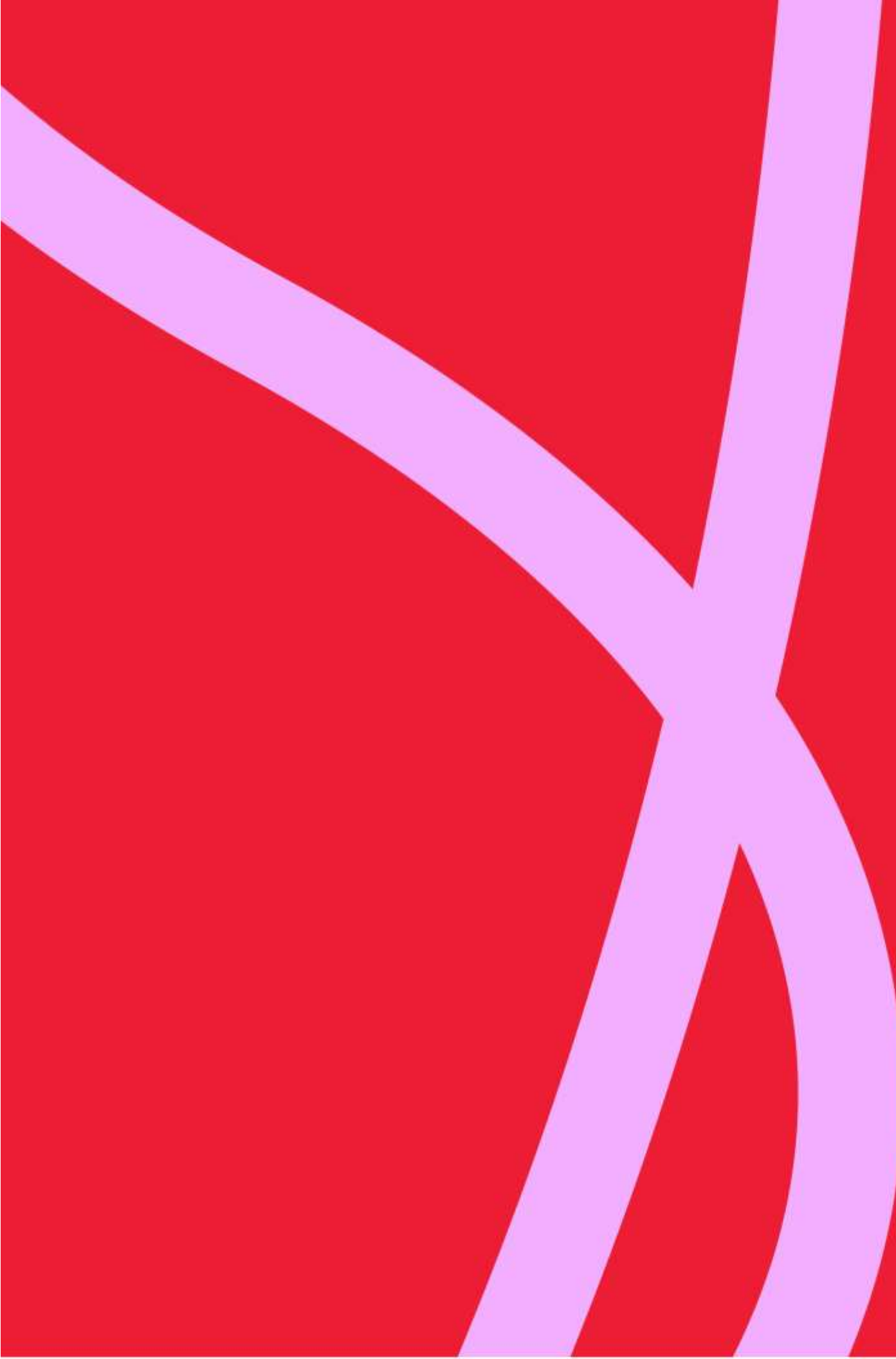




MAJOR CONCEPTS – ROLE

You get what you allow.
You get what you demonstrate.

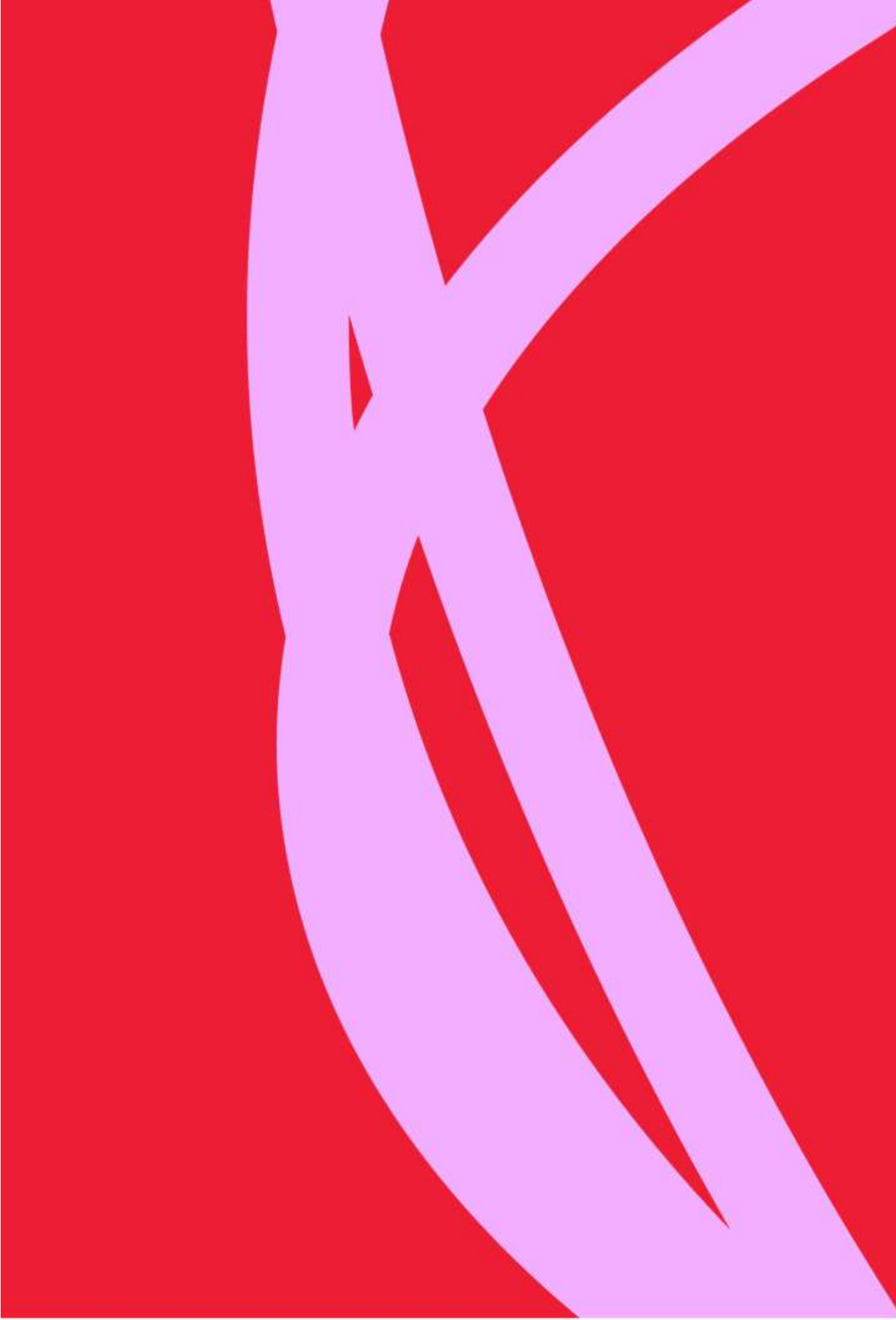
Your team is paying attention to everything you do,
everything you say, and everything you are.



MAJOR CONCEPTS – STORY

In the absence of understanding,
we assume the worst.

Resist the urge to generate a story that fills in the gaps of
what is not understood.



MAJOR CONCEPTS – EXPECTATIONS

Clarity is kind.

Ensure the implicit or assumed,
is obvious and explicit to the other.

We all have a cast of characters that do our listening for us, who are yours?

Encourage

- the intentional
- the responsible
- the understanding
- the curious
- the investor

Be mindful of

- the fixer
- the faker
- the responder
- the storyteller
- the hijacker

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Ichigo

One Moment

Ichie

One Lifetime



Use this QR code to
get more resources or
guidance integrating
what you learned
today

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