



Quick E-Tips



INTERNATIONAL
ADVANTAGE

January 2007

Thank you for subscribing to this newsletter brought to you by International Advantage® - *Leading Across Cultures™*. Every month we bring you tips to help your team and organization, especially those operating in culturally diverse environments, reach their business goals.

Topic of the month: What The Most Influential People In The World Are Saying

How would you like to start your year with TWO TIPS from the collective wisdom of 1000 of the world's most influential people in 2006?

Of course, coming up with TWO TIPS from a gathering of 1,000 people could only be done by someone outside the group – someone observing a group in action, listening to the themes that emerged. That person is an incredibly talented consultant colleague and faculty member of the Gestalt Institute of Cleveland, Jonno Hanafin, who was a facilitator at the 2nd annual **Clinton Global Initiative (CGI)** in September 2006. As he facilitated, he heard several themes loud and clear.

But first, in terms of context: the CGI – conceived and led by former U.S. President, Bill Clinton -- is a 3-day working session for 1,000 diverse members who **come together to solve the world's biggest challenges**.

Members come from **business** (Bill Gates, Klaus Kleinfeld [Siemens], Rupert Murdoch...), **non-governmental organizations** (Wangari Maathai [Nobel Peace Prize winner], Deng Nan [China-U.S. Center for Sustainable Development]...), **foundations** (Lance Armstrong, Case Foundation...), **philanthropy** (Richard Branson, Warren Buffet...), and **government** (Ernesto Zedillo [Mexico], Pervez Musharraf [Pakistan]...).

Jonno came away with these TWO TIPS of collective wisdom from the world's most influential people in 2006:

1. Talk to those you have trouble with. Minimize the efforts to isolate and punish your "enemies".
2. Don't go it alone. Invest in and use your allies.

How are these tips relevant to you and your business in the New Year? We can all ask ourselves these questions:

- A. Who do I have trouble with? Who does the company have trouble with?
- B. How do I (or my company) isolate or punish others? How will I (or we) stop?
- C. Where do I (or we) "go it alone"? Who are my allies that I (or we) will invest in?

Incidentally, Jonno perceived a third message of the conference: No progress of any significance will be achieved ANYWHERE in the Middle East until the Israel – Palestinian issue is resolved.

This prompts a final question for all of us: **What must be resolved in our own lives (or our company) before progress of any significance will be achieved?**

These are big questions, I realize, but the New Year is a great time to ask the tough questions and re-evaluate...

What's News

1. **Response to November's question:** *What comments or tips do you have on closure?*

A. Professional Organizer, Karen Ussery, of Organized for Success:

Karen tied in our comments about closure to hers, the perspective of a professional organizer and speaker. In her helpful, monthly "organizing idea", Karen says, "Just as physically organizing a space gives one the experience of having a clean slate, mentally clearing out can have the same effect. Karen has wonderful suggestions about closing the year. Go to www.organizedforsuccess.com and click on "Idea of the Month". I am also a subscriber of her free, monthly e-newsletter and I highly recommend it.

B. John DeLasaux of Inlynx:

"Lisa ... Thanks for exposing a critical part of meeting etiquette, which is not clearly understood."

For another example to close a meeting effectively, John recommends these four questions (credit to consultant, Jim Norman):

1. What went well today? [Sets up participants for feelings of success and future teamwork]
2. What needs improvement? [Makes future meetings more effective]
3. Who needs to know what we did today? [Sets up outside communications to gain approvals for future action]
4. Next steps? [Commitment to carry through on promises]

Thanks Karen and John! - LK

2. **Announcement: Institute of Management Consultants - Arizona**

Date: 12 Jan 2007. Please join us for our January 8th, monthly breakfast meeting where **4 consultants** will each discuss a model or tool that has been particularly helpful in their business. This session format was a HIT last time around. I am still using one of the models that I learned there 3 years ago. See www.imcaz.org for details.

Date: 9 February 2007. Renown consultant, **Alan Weiss**, will present "How to Make Money at any Time, in Any Economy", a special engagement for 3 hours. See www.imcaz.org for details.

Want to print, forward or redistribute this Quick E-tip?

Please pass it on! We simply request that you leave our name and contact information attached. Thanks!

Happy New Year to all,

Lisa

Lisa Koss

Organizational Development Consultant

International Advantage® - Leading Across Cultures™

Consulting, Facilitation, Training

Phoenix, Arizona U.S.A.

Direct: +1 - 623-516-2482

www.intladvantage.com

lisakoss@intladvantage.com