



What's Next?



Project Work Before Next Session

- Prepare to meet with your project client
 - Review your project to find your focus and questions to clarify what the client needs, values, and expect as a deliverable (slide deck, written report, or ?).
 - Read HL pages 197 - 207 on finding relevance with your client
 - Select a team liaison to the client (if you have more than one on your team)
- Reach out to your your client to set a time to discuss their needs next week.
 - Meet with your client before our next session to discuss their needs and deliverables.
- Save a draft of your SoW to your homework folder
 - Read it over, fill out what you can from your own mind and your conversation with your client.

Homework Before Next Session

- Read HL chapters, 1-3 and 10 - on clarifying expectations
- Complete a Performance Wisdom Jig on the challenge you anticipate facing
- Read the Hosting Coffee Wisdom Jig for tips on client meetings
 - Have a 20 minute Zoom coffee meeting with a classmate you don't yet know to practice the Coffee Wisdom Jig techniques and build your sense of connection to your peers.
- Write a 1 page letter (1 page double spaced, 12pt font) to your instructor on what you learned doing the Performance Jig and in your Coffee Jig conversation with a classmate.
 - Work at least one idea from each chapter you read into your letter to start weaving this all together.

Turning in Assignments

- Turn in assignments by adding them to your Assignments folder on Google Drive
 - Comment your instructor into the file so they know the assignment is ready for review. How to video [here](#)
- Wisdom Jigs and Lab Notebooks should be legibly written and photographed for upload.
- Written response assignments should be in Google Docs format so that we can fully use the commenting features. PDF and DOCX files can also work in a pinch.

How Can I Get Help?

PULL - Supporting Your Own Emergence By Asking

- PULL what you need by thinking, searching, and then asking good questions
- First, pull clarity of expectations - HL book, chapter 10
- Goals, outcomes needed
 - What - deliverables
 - When - timing to meet client and your own needs
 - How - processes, experiences

Pulling what you need from the world is a most empowering practice, therefore we ask you to practice it whenever possible in this class, with your team, instructor, and project clients. **When in doubt, ask for what you need.**

Asking guarantees relevance.

Renegotiation of Promises

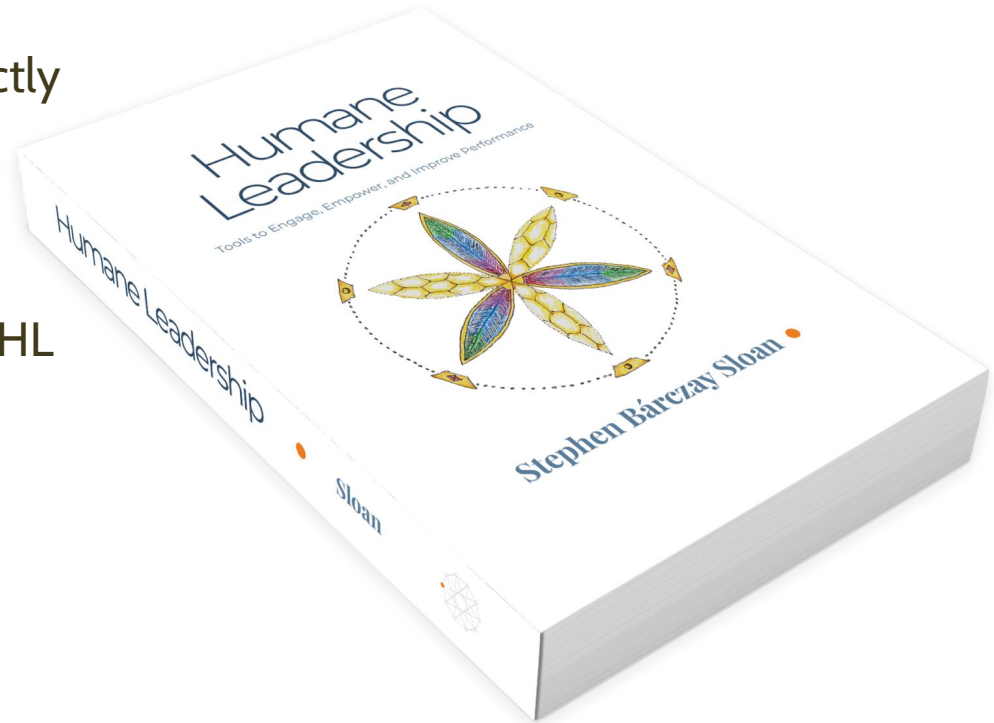
- Promises that cannot be kept should be renegotiated as soon as you know they cannot be met as planned.
- Come with options for a solution that might work for everyone

Solution

- Plan a realistic solution (or three) you can propose
- Reach out to your instructor to discuss
- Talk with the client as necessary
- Redouble your efforts to keep your **new promise**

Resources and Contact Information

- [Humane Leadership](#) book - directly
 - [Amazon](#)
 - Bloomsbury books
- [Wisdom Jigs](#) to print/download
- [Email sign up](#) & chapter one of HL



...talk to a cow" —ANDY COHEN
... Times bestselling author of
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... AN
... E, EARN MORE
... MATE SALES MA
... BERHA
... Listing New York and Sell It L

