

# Empowering Teams with Values-Based Communication



## **SPEAKERS:**

*Maria Matarelli & Tariq EQ Amawi*



Webinars  
for Aspiring  
Change Makers

# Mindset Shift

FORMULA *Ink*<sup>™</sup>  
[www.formulaink.com](http://www.formulaink.com)

When you hear...

# Workplace

What comes to mind?

FORMULA *Ink*<sup>™</sup>  
[www.formulaink.com](http://www.formulaink.com)

# What Happens When We

go from a

## Work Place



to a

## Growth Place





# Rock (Mindset) creates Ripple (Team Behaviour)



**So the question then becomes...**

**How do we positively  
influence the mindset?**

FORMULA *Ink*<sup>™</sup>  
[www.formulaink.com](http://www.formulaink.com)

**So the question then becomes...**

**How do we positively  
influence the mindset?**

**LANGUAGE**

# Your Language creates Your Landscape

(of shared understanding)

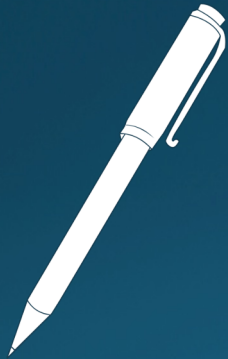
FORMULA *Ink*<sup>™</sup>  
[www.formulaink.com](http://www.formulaink.com)



**When you hear the  
word “pen” what  
do you think of?**

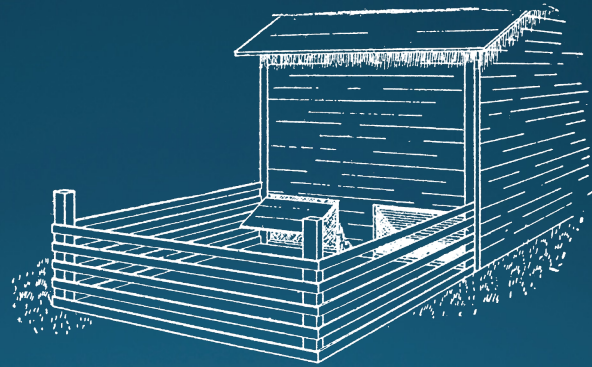
FORMULA *Ink*<sup>™</sup>  
[www.formulaink.com](http://www.formulaink.com)

When you hear the  
word “pen” what  
do you think of?



FORMULA *Ink*<sup>™</sup>  
[www.formulaink.com](http://www.formulaink.com)

When you hear the  
word “pen” what  
do you think of?



FORMULA *Ink*<sup>™</sup>  
[www.formulaink.com](http://www.formulaink.com)

**“I need this done  
right away”  
means...**



**“I need this done  
right away”  
means...**

**5 mins?**

**“I need this done  
right away”  
means...**

**5 mins?**

**End of day?**

**“I need this done  
right away”  
means...**

**5 mins?**

**Tomorrow?**

**End of day?**

# Content is shaped by Context



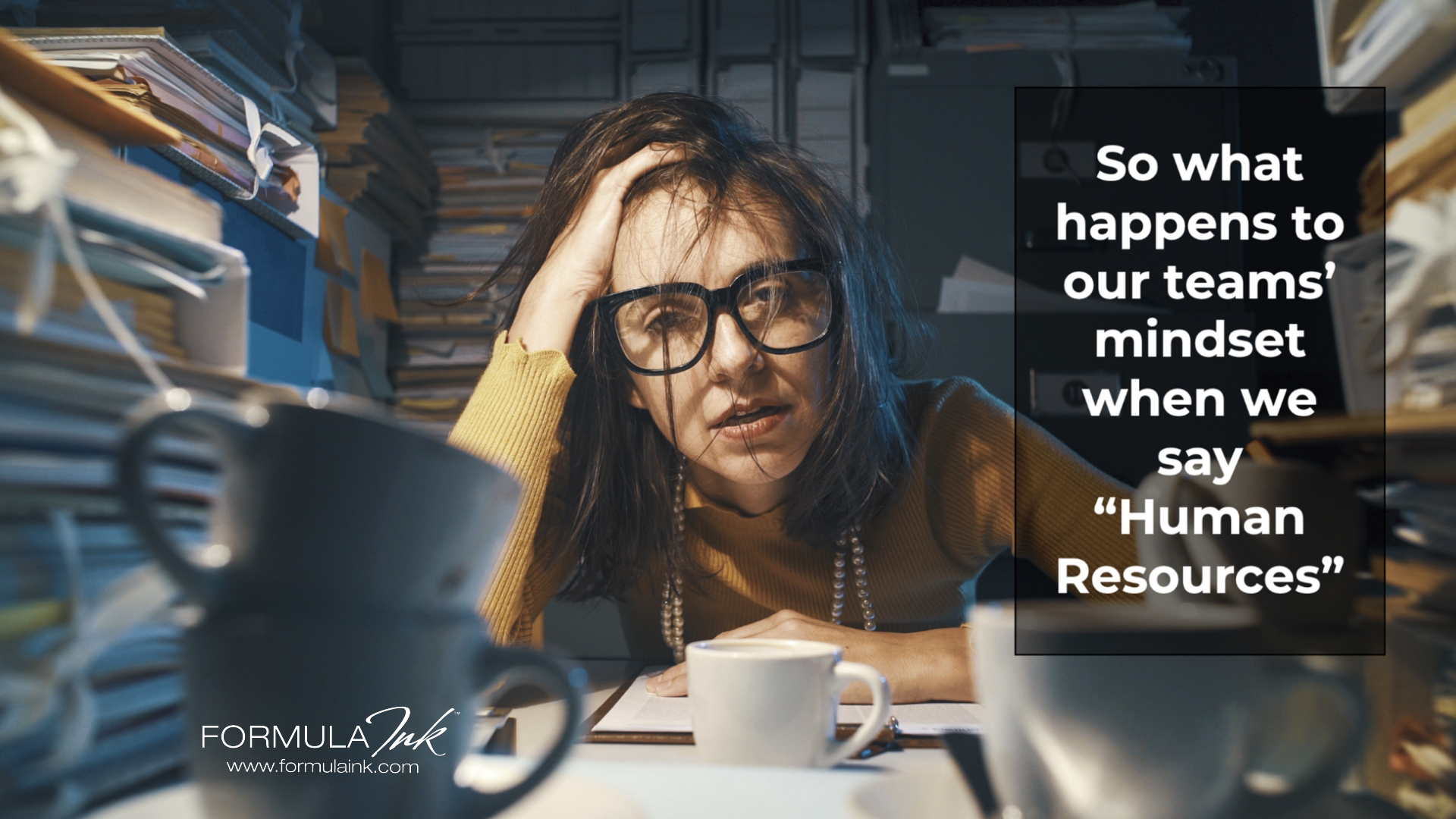
How do we  
treat our  
**NATURAL  
RESOURCES?**



# What do we do with ASSETS?







**So what  
happens to  
our teams'  
mindset  
when we  
say  
“Human  
Resources”**

**What would happen if we  
appreciate, grow and value  
each other as**

**HUMAN ASSETS?**





Each team member has their skillset

Working together on a team

You wouldn't tie your shoelaces together so your hands outperform your legs. You're part of the same body.

# Shift from Individual Goals to Team Goals

# Competitive Predatory Punishing

The old “workplace” based in old paradigm values

**Competitive** becomes **Collaborative**

**Predators** become **Protectors**

**Punishment** becomes **Praise**

The new agile “growthplace” built upon new values



**Give examples of what rules you can adopt to ensure the environment is collaborative, protective and praising?**

What can your team do differently to shift to a more Agile and collaborative environment?



# Communication Skills and Tips

# Communication Skills and Tips

- **Working Agreement**
- **Check-in – context**
  - Circumstantial
  - Comprehension
- **Assume best intent**
- **Use phrase “I’m curious... could you tell me more”**
- **Storytelling – sharing motivation for understanding**
- **Analogies – better convey the point**
- **Avoid problems and find solutions**

# Speaking & Communication

- **Simplified communication**
- **Rehearsal vs Practice**
- **Be aware of how you speak**
- **Listen for understanding**
- **Look for visual cues/mirror**

# Book a Free Consultation with us



<https://mariamatarelli.lpages.co/teams>

FORMULA *Ink*<sup>™</sup>  
www.formulaink.com



FORMULA *Ink*<sup>™</sup>  
[www.formulaink.com](http://www.formulaink.com)



**We inspire people to push past limiting beliefs, leverage their strengths and reach unparalleled individual and business results.**

**FORMULA *Ink***<sup>TM</sup>  
[www.formulaink.com](http://www.formulaink.com)

**[inspiration@formulaink.com](mailto:inspiration@formulaink.com)**