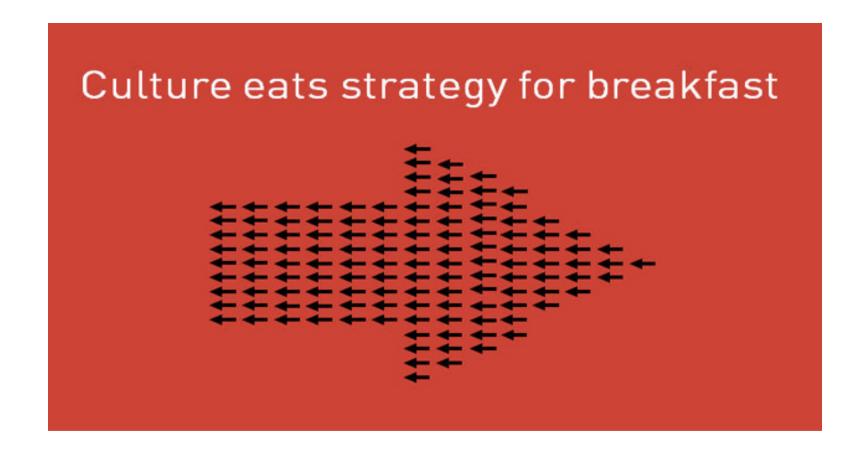
#### **Session 3**

## **Facilitating Choices**

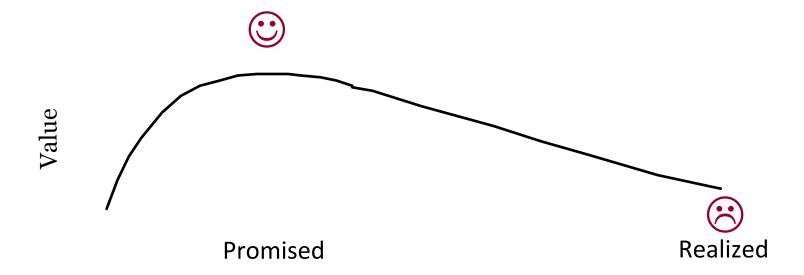
# Teaching the System to Change without Resistance

Gerald A. Bush, Ph.D. gabush@mac.com

#### **Peter Drucker**



# What stops 80% of business strategies from creating the value they promise?

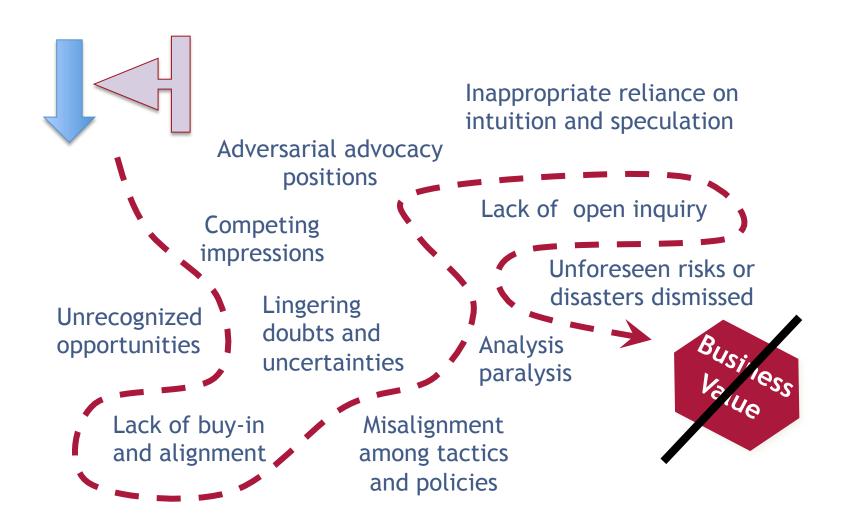


### **Strategic decision!**





#### There was a lot of friction...

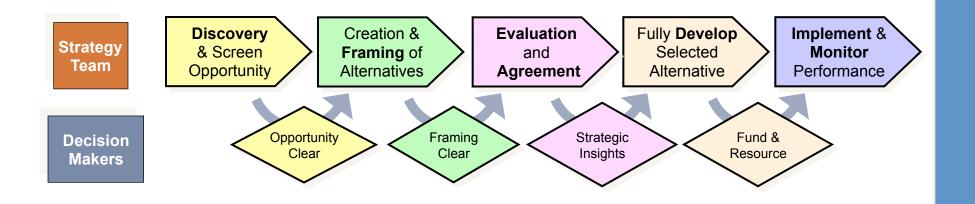


#### **#1 Thinking of the Whole System**



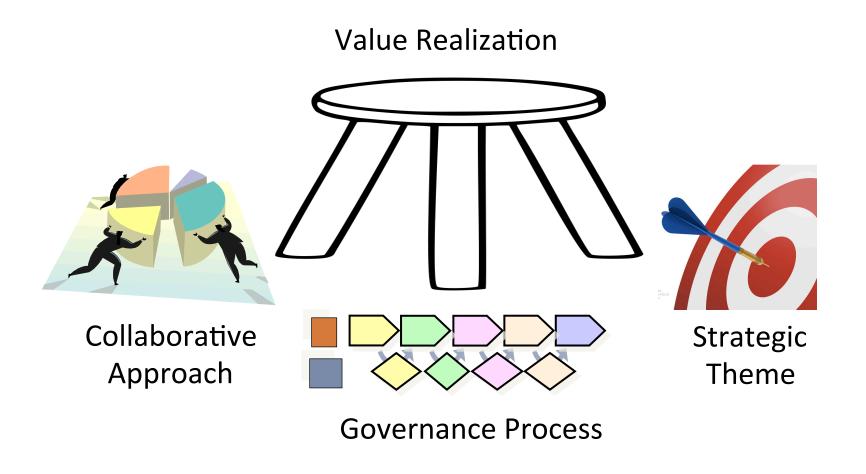
What if all the groups collaborated instead of competed?

#### **#2 Assuring Effective Governance**



Governance is a process, not an event

#### What is the Third Leg?



# WHATIS STOPPING US FROM GETTING TO SUCH AN ELEGANT STATE?

### **Sharon Drew Morgen**

- NY Time bestselling author "Selling with Integrity" plus 7 other books and over 1000 published articles
- Thought leader and visionary inventor of Buying Facilitation® a scalable model for facilitating people through their thinking on decisions
- Taught her process to >40,000 people globally
- Proven results with IBM, HP, KPMG, Unisys, Wells Fargo, Intuit, Bose, Kaiser, Boston Scientific, etc.
- In Top 30 business blogs for 2012
- Resident of the great city of Austin, Texas

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