

AGENDA

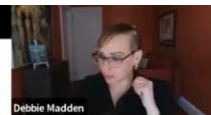
- ❖ Why ask for help
- ❖ What stops us from asking for help
- ❖ How to ask for help:
The 5 step process
- ❖ Q&A



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WHY ASK FOR HELP?

- ❖ Cliff notes for success
- ❖ Gain new perspectives
- ❖ Enables you to achieve results faster and more effectively
- ❖ Builds your network



12:32 / 56:39



HELP
SUPPORT
ADVICE
GUIDANCE

WHAT STOPS YOU
FROM ASKING
FOR HELP?

Debbie Madden

13:50 / 56:39

WHAT STOPS US FROM ASKING FOR HELP?

- ❖ Fear of appearing incompetent
- ❖ Belief that asking for help is a sign of weakness
- ❖ Not wanting to 'owe someone'
- ❖ Not wanting to bother someone
- ❖ Belief that you won't get valuable help
- ❖ Belief that "I'm no good at asking for help"
- ❖ Had a bad experience once
- ❖ Fear of actually getting what you ask for

Debbie Madden

20:36 / 56:39

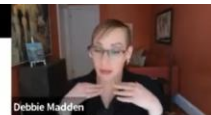
AGENDA

- ❖ Why ask for help
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The 5 step process**
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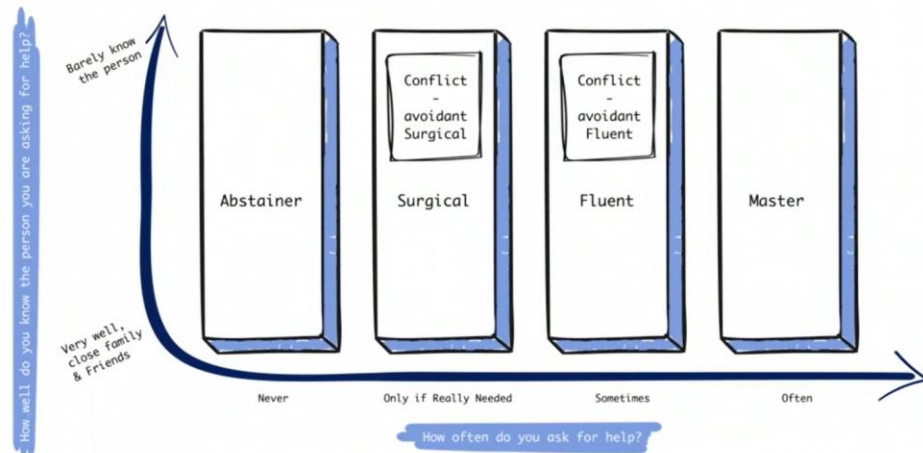


HOW TO ASK FOR HELP: THE 5-STEP PROCESS

1. Know what “type of asker” you are
2. Be clear on the outcomes you seek
3. Create your personal checklist
4. Know how to get unstuck
5. Iterate



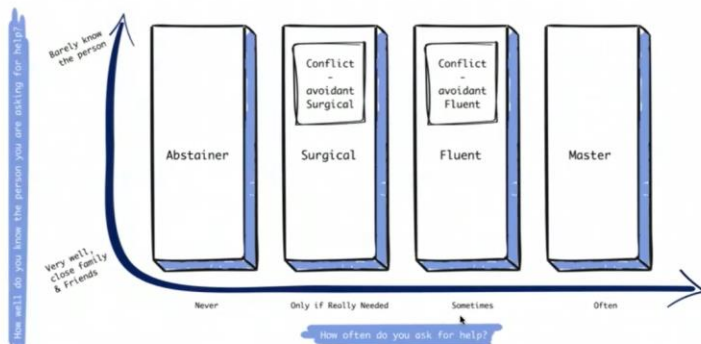
STEP 1: KNOW WHAT "TYPE OF ASKER" YOU ARE



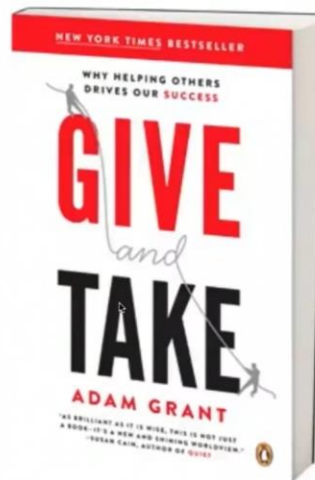
POLL QUESTION

The type of asker I am is likely:

- A. Abstainer
- B. Surgical
- C. Conflict-Avoidant Surgical
- D. Fluent
- E. Conflict-Avoidant Fluent
- F. Master



BE A GIVER AND A TAKER



28:49 / 56:39



STEP 2: BE CLEAR ON THE OUTCOMES YOU SEEK

Write down 1 ask for help.

What: I want help with _____

Why: So that _____

Dfn of done: I know I've succeeded when _____



31:07 / 56:39



STEP 2: BE CLEAR ON THE OUTCOMES YOU SEEK



	Low Quality Ask	Medium Quality Ask	High Quality Ask
I want help with	Finding a new job	Speaking with a VP Eng who is hiring	Speaking with 2 VP Eng that run a team of 50-300, value Agile, ideally in NYC
So that	I can get a job	I can get a job as a software engineer	I can talk with that person about the xyz job posting that I've already applied for with their team
I know I've succeeded when	I have a job	I have an interview	I have had the first call with that VPE I was intro'd to.

STEP 3: CREATE YOUR PERSONAL CHECKLIST: FOR EACH ASK:



1. Create a due date (from step 2) _____
2. Ask at least 3 people: _____, _____, _____
3. Come up with 3 follow-on / drilled-down questions: _____, _____, _____
4. Ask 1 person who has failed at the ask and ask what lessons they can share with you: _____

Repeat this loop as many times needed.

STEP 4: KNOW HOW TO GET UNSTUCK

- ❖ Create triggers
- ❖ Make the ask smaller - until it's small enough that it's actionable
- ❖ Give people an out



45:04 / 56:39

AGENDA: IN REVIEW

- ❖ Why ask for help
- ❖ What stops us from asking for help
- ❖ How to ask for help: The 5 step process
- ❖ Q&A



52:09 / 56:39