

Leading Teams to Better Choices

Hold more productive meetings. Make better decisions.



Katherine goes beyond tools and techniques. She equips leaders and team facilitators with a fundamental understanding of why and how people behave in certain environments. She provides practical skills to navigate through complex decisions.



Your Date



Your Location

katherinerosback.com

Do these questions sound familiar?

- How do I ensure alignment and buy-in when conducting framing sessions? How do I know that they really agree?
- What are the questions I need to be asking when guiding decision boards?
- How do I improve team engagement during opportunity framing sessions, especially if we are meeting virtually?
- How do I more effectively lead safety reviews or project post-mortem discussions when strong emotions are present?
- How do I deal with cross-functional teams who have competing objectives?
- What should I be doing when people come into my risk meetings with their minds already made up?
- How do I ensure people are really getting the message in my HSE meetings?



This highly acclaimed workshop—taught for over 25 years—provides answers to these types of questions many participants ask.

What's YOUR question?

[LEARN MORE](#)

You Will Learn and Practice How To:



DEAL WITH DIFFICULT GROUP DYNAMICS

- Learn methods to mitigate biases that can negatively impact decision quality.
- Improve your skills in “reading the room.”
- Practice skills in dealing with difficult stakeholders.



LEAD WITH BETTER QUESTIONS

- See why asking “Does anyone have any questions?” won’t you the information you seek (and learn what to ask instead).
- Learn how to draw out a person’s underlying thinking or ensure people are getting the message.
- Practice asking better questions in mock stakeholder interviews.



MAKE BETTER DECISIONS

- Learn how to stop leaping to solutions prior to converging on the problem to be solved.
- Practice tools for assisting stakeholders with different and sometimes conflicting objectives.
- Use techniques to help teams facing ambiguous and/or messy decisions.



IMPROVE TEAM ENGAGEMENT AND COMMITMENT TO OUTCOMES

- Learn how to increase ownership of a team’s decision.
- Practice methods that increase engagement in virtual or hybrid meetings.
- Learn how to bring the conversation back on topic when there are many divergent thoughts.



What past participants said:

- “Loved the real life examples, the focus on what drives people and behavior.”
- “Katherine has great energy and a brilliant memory—she kept linking back to people’s questions they wanted to have answered in the class.”
- “Appreciated getting the individual feedback from the practice sessions. Katherine is clearly an expert in her field.”
- “Katherine has an amazing depth of knowledge on this topic. Great to be part of this course.”
- “Extremely applicable to every engagement, decision process, team meetings, board meetings, and parenting. Everybody should do this!”
- “I discovered how to ask questions that respect the individual while clarifying critical issues. Very interactive. And the experience of doing a “mock facilitation” with role play and application of the tools was excellent.”
- “Almost every kind of situation was addressed.”
- “Very practical: examples, theory behind it, and the tools to navigate that situation.”



- Internationally recognized facilitation expert
- B.S. Chemical Engineering
- Certified ASQ Statistical Engineer
- Three decades leading hundreds of workshops
- M.A. Organizational Communication
- Decision & change management coach
- Author, *Asking Is Better Than Telling*

[CONTACT KATHERINE](#)