

Hey...

What's So Bad About the Box?

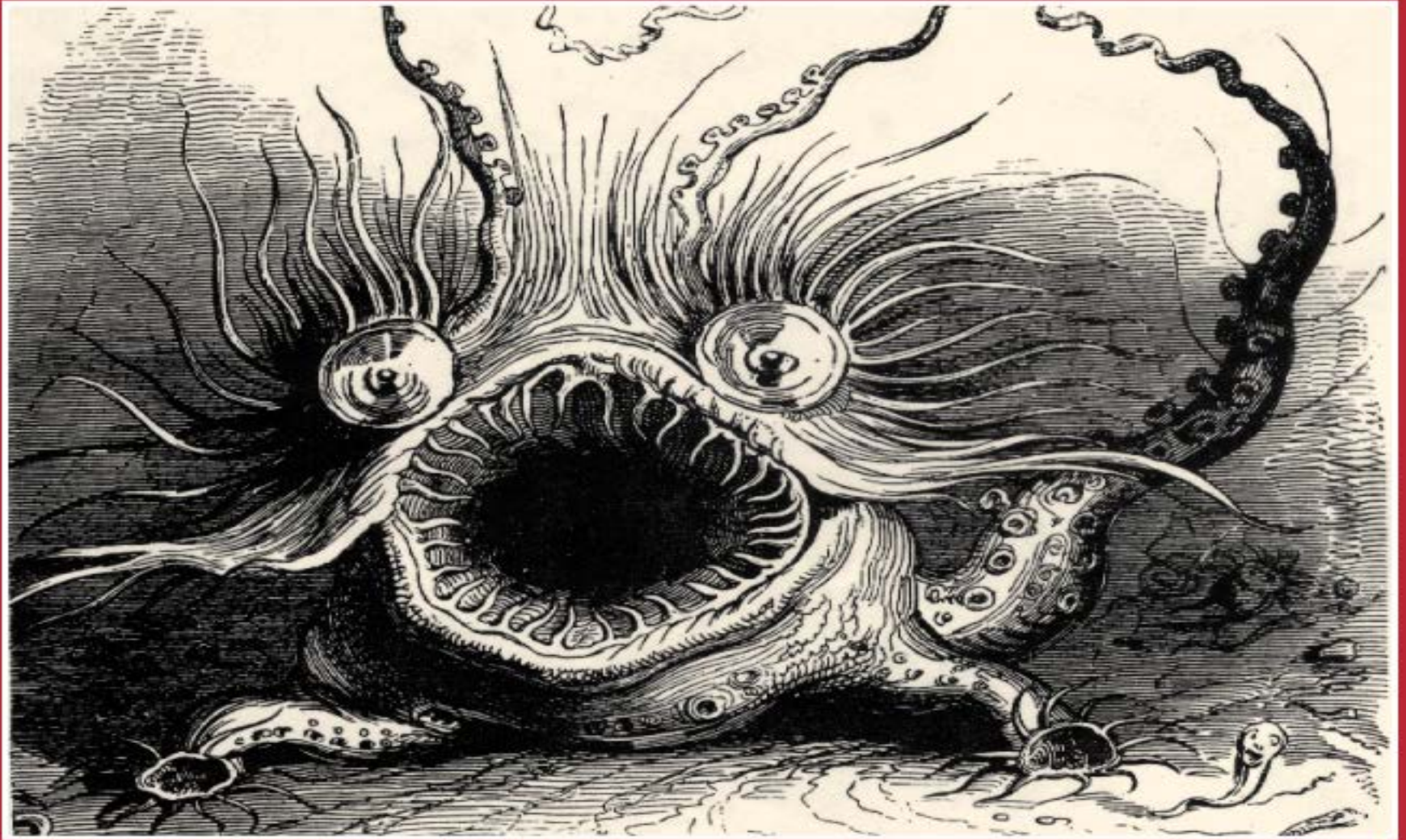
An Interactive Keynote
using Applied Improvisation!

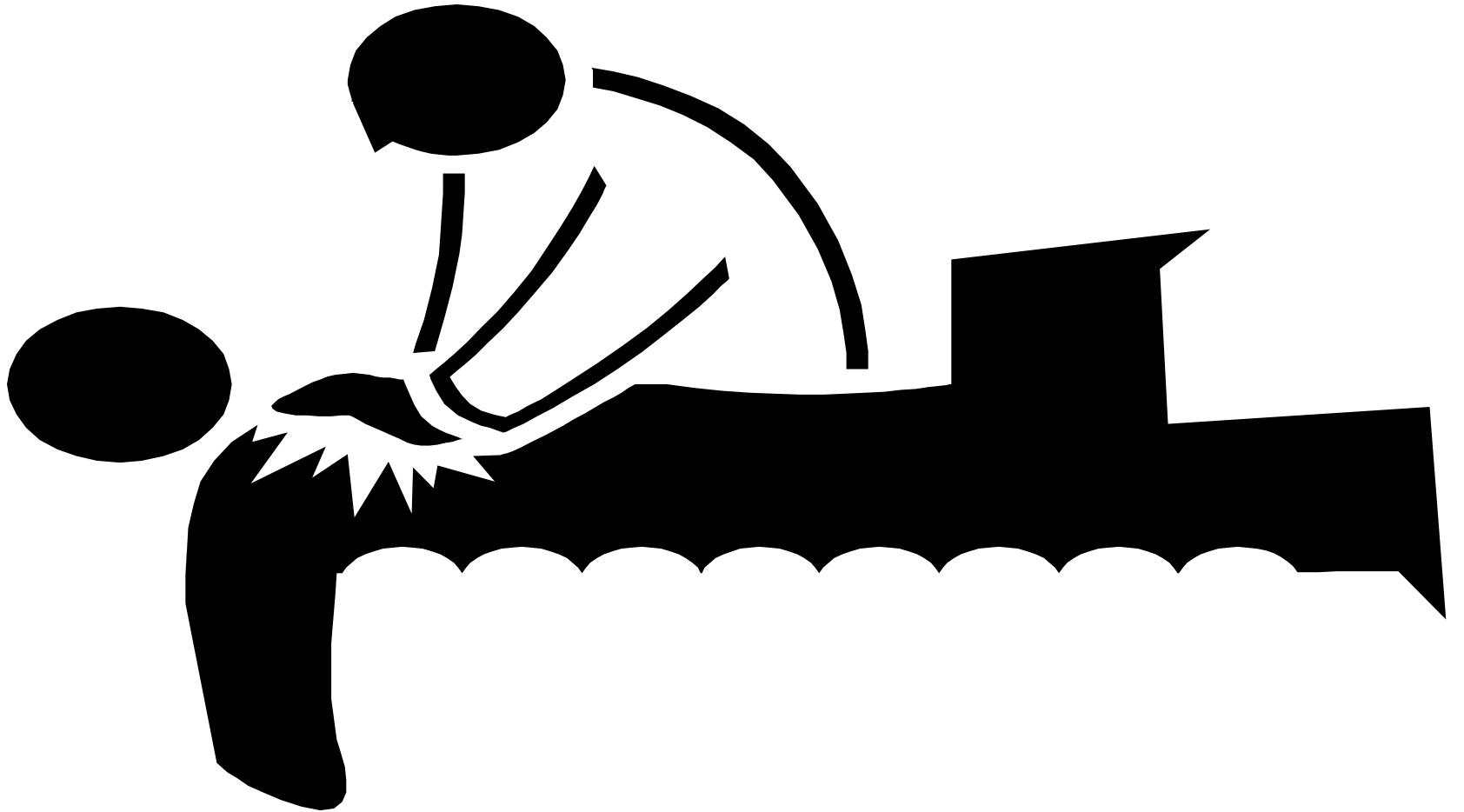


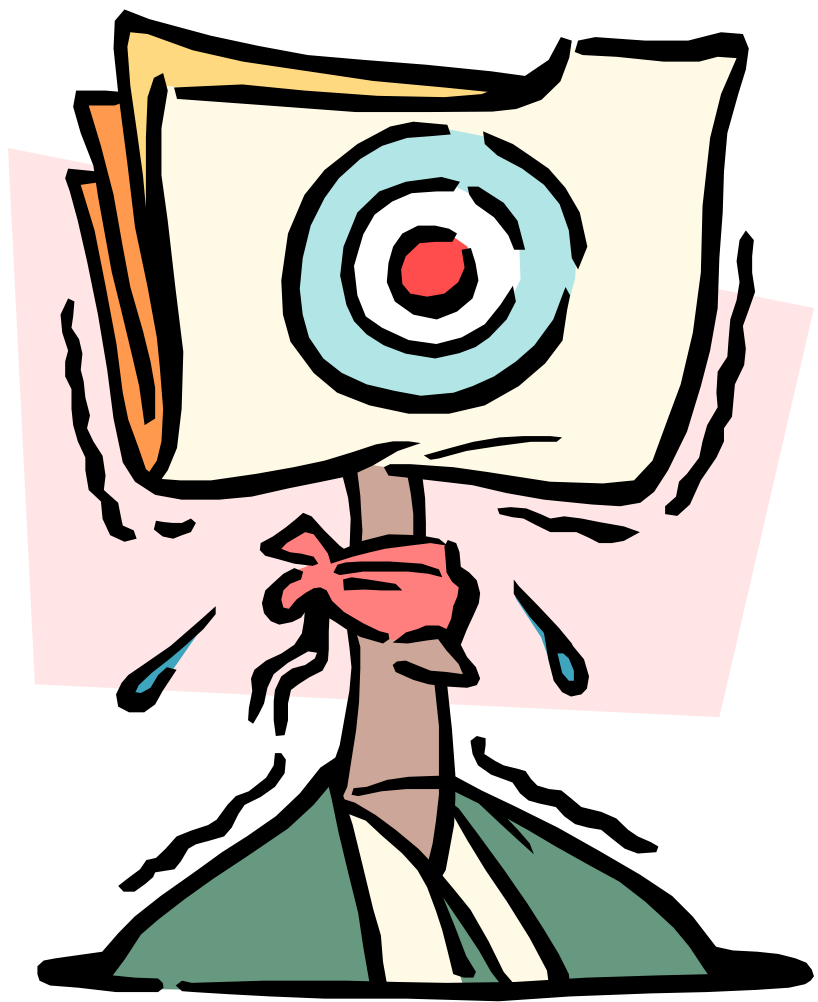
WARM
UPS!



What's the **worst** that can happen?







A little bit about me







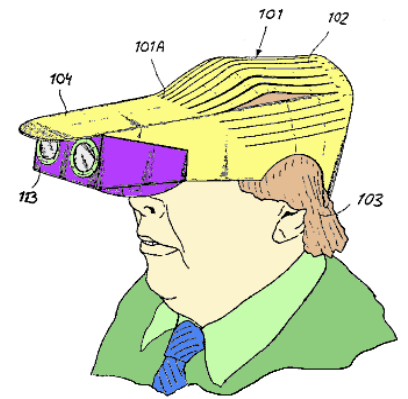






My work is based on
what I learned from
improvising.

Our Objectives



- Learn a methodology for identifying fixed vs. flexible parameters to help with things like:
 - Strategic planning
 - Staff development
 - Creative problem-solving
- Discover ways to apply that methodology to:
 - Streamline decision-making
 - Prioritize resources
 - Gain alignment within the team

To accomplish my objectives, I realized I had to change. To accomplish yours, you may need to change too.

Did someone say

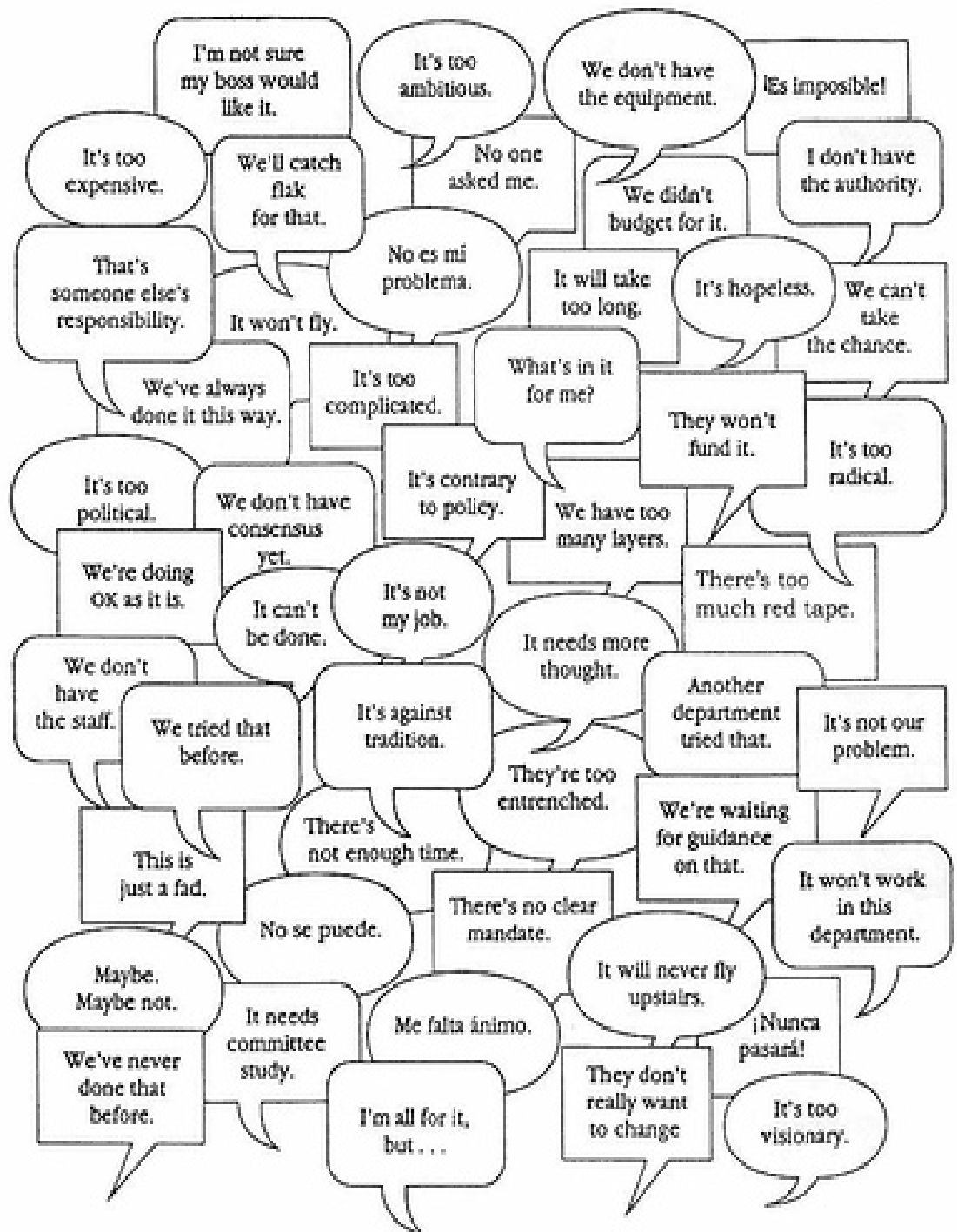
CHANGE?



OUR TYPICAL RESPONSE
to *change* is...
NO!



For lots of reasons



4 CAUSES OF SUFFERING



Not getting what we want



We get what we want and don't like it



Having to endure the absence of those we love



Having to endure the presence of those we don't

We fail to see that
resisting is the problem!



TIME TO STOP RESISTING AND

IMPROVISE!

What do you think of when you hear
the word improvisation?

Most people assume improvisers just

“WING IT.”





Unfortunately, like other artists,
improvisers perpetuate the **myth**.

I saw
the angel
in the marble
and carved
until
I set him
free.

Michelangelo



The truth.



If you knew
how much work
went into it,
you wouldn't call it
genius.
Michelangelo



If improvisation is **not**
“winging it,”
what is it?

IMPROVISATION

an art form with rules.

Blink by Malcolm Gladwell

Expert improvisers

know that success in the moment requires

planning, practice, and preparation.

A photograph of a small white airplane on a beach. The airplane is on the left side of the frame, with its wings and tail visible. A large crowd of people is gathered around the airplane, some standing and some sitting on the sand. The background is a vast, flat expanse of sand. The text "Perfection comes from years of practice." is overlaid on the right side of the image in a large, white, sans-serif font.

Perfection
comes from years of
practice.

1. Get in groups of about 6. You must all agree on what to serve with coffee after dinner. You have 4 minutes.
2. Each person should adopt one of the following behaviors without telling others.
 - DEMAND things be done your way
 - SAY NOTHING. Don't try to communicate at all.
 - Try to DISTRACT them by changing the topic.
 - Ask only WHO AND WHY questions.
 - AGREE to everything and anything.
 - DISAGREE with everything and anything.
3. REMINDER: Don't tell the others what you chose. Don't try to guess. Just stick to the one behavior!

Demonstration

I'll need **ONE** volunteer.*

*The volunteer might receive a valuable, one-of-a-kind, prize.

Demonstration:

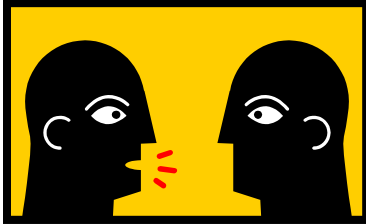
From NO

to

YES, AND!

RULES OF ENGAGEMENT

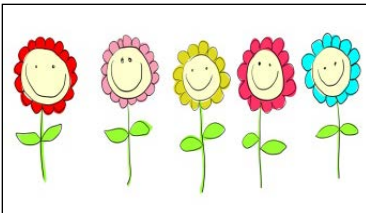
Create a culture for **Yes, And!**



Be honest.



Allow for mistakes.



Make each other look great.

AD GAME

I'll need **FOUR** volunteers.*

*Still pretty good prizes although not quite as valuable.

AD GAME

In 4 minutes, our volunteers will create an ad campaign for a product suggested by the audience. They will agree on the following:

- NAME
- DESCRIPTION
- SPOKESPERSON
- JINGLE

1. ~~Get~~ in groups of about 6. You must all agree on what to serve with coffee after dinner. You have 4 minutes.
2. Each person should adopt one of the following behaviors without telling others.
 - DEMAND things be done your way
 - SAY NOTHING. Don't try to communicate at all.
 - Try to DISTRACT them by changing the topic.
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 - AGREE to everything and anything.
 - DISAGREE with everything and anything.
3. REMINDER: Don't tell the others what you chose. Don't try to guess. Just stick to the one behavior!

YES, AND!

helps you get to agreement...quickly!

So what's the difference between saying "yes" and "yes, and"?

I CREATED THE BOX
TO ANSWER THAT QUESTION



TM

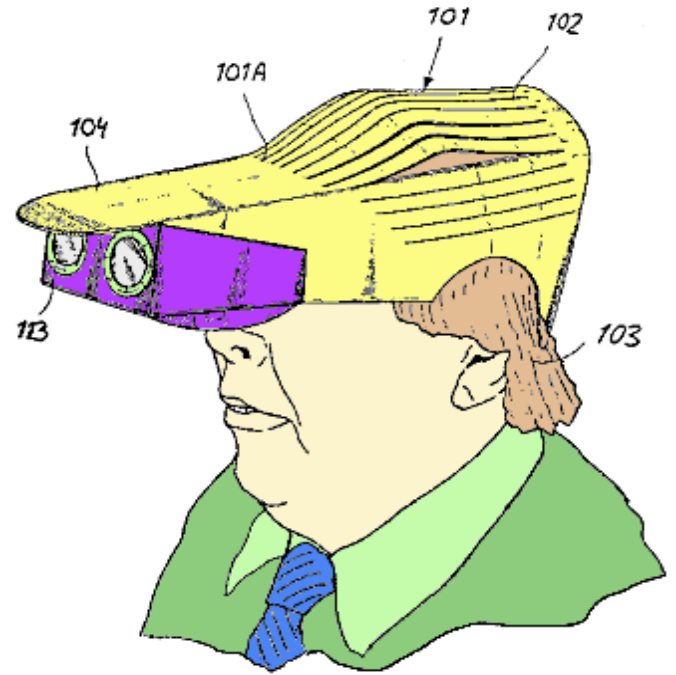
Example of Using the Box

AD GAME

In 4 minutes, our volunteers will create an ad campaign for a product suggested by the audience. They will come up with the following:

- NAME
- DESCRIPTION
- SPOKESPERSON
- JINGLE

First,
identify and
agree on
your
objective.



To YES, AND!

ACCEPT reality,

BUILD to the greatest potential and



ACT at the highest level.

ACT at the highest level!

=ACTION

+AND

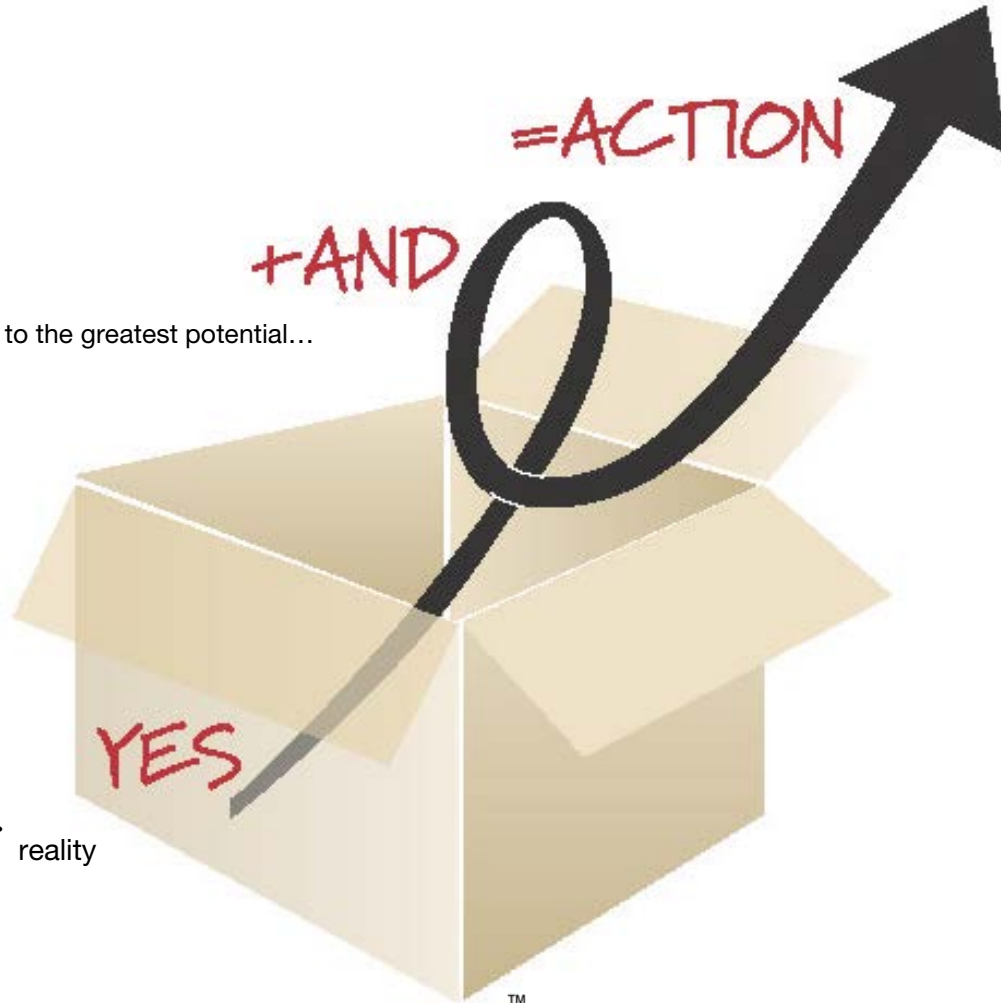
BUILD to the greatest potential...

YES



ACCEPT reality

START HERE



TM

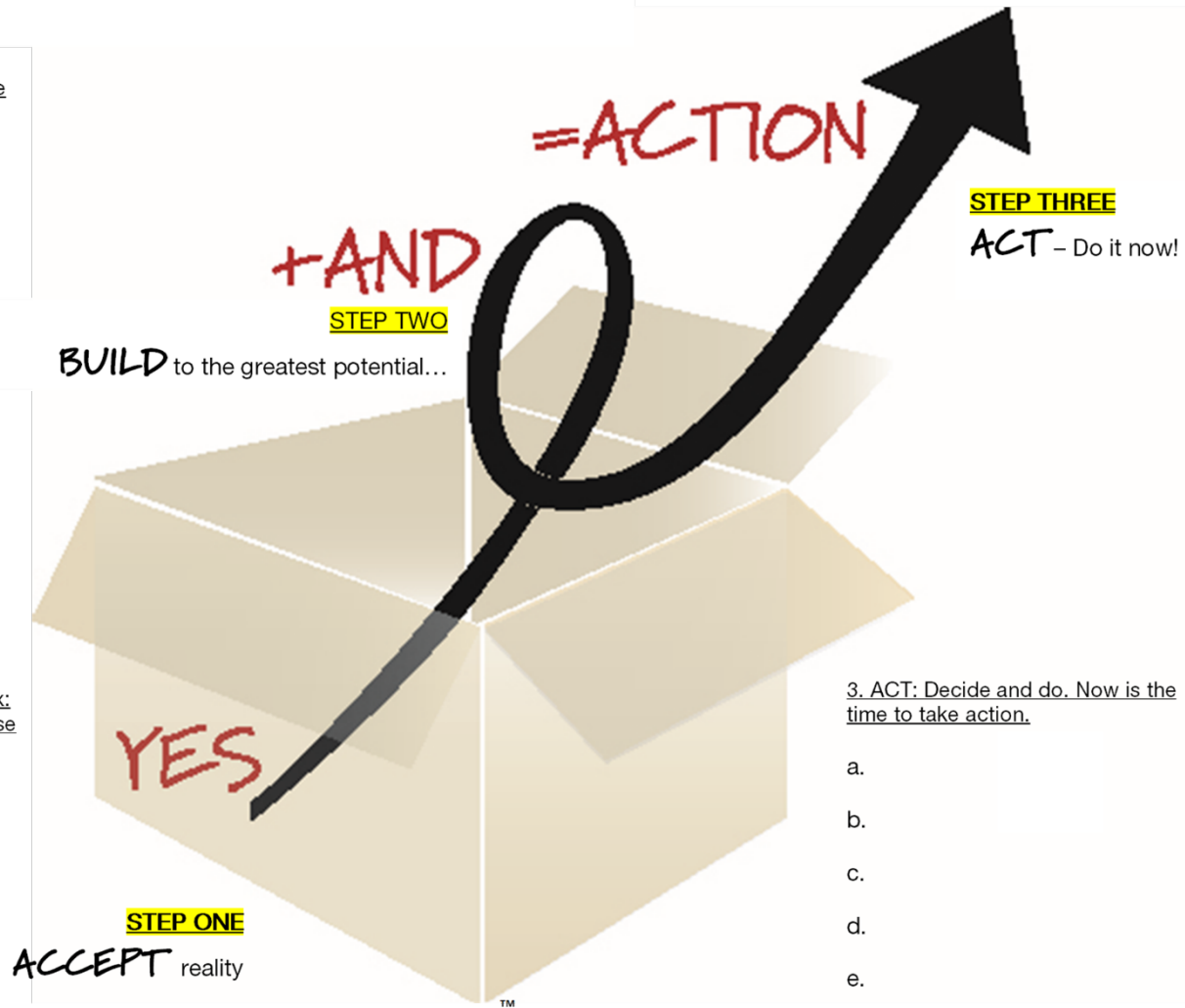
WHAT'S SO BAD ABOUT THE BOX?

1. **ACCEPT REALITY:** create the walls of your box by listing 5 "realities" you cannot or will not change

- a.
- b.
- c.
- d.
- e.

2. **BUILD** on what's inside the box: Identify the positive aspect of these parameters

- a.
- b.
- c.
- d.
- e.



3. **ACT:** Decide and do. Now is the time to take action.

- a.
- b.
- c.
- d.
- e.

WHAT'S SO BAD ABOUT THE BOX?

STEP ONE

1. **ACCEPT REALITY.** Create the walls of your box by listing 5 “realities” you cannot or will not change.

a. Mission/Vision

b. Core Values

c. Team members

d.

e.

WHAT'S SO BAD ABOUT THE BOX?

STEP TWO

2. **BUILD** to the greatest potential. Capitalize on what's inside the box by identifying the positive aspect of these parameters

a. Our mission directs our priorities

b. Our core values identify what we will/will not do

c. Our team expertise energizes us

d.

e.

WHAT'S SO BAD ABOUT THE BOX?

STEP THREE

3. **ACT** Do it now! Decide and take action.

a. Clarify roles – who's doing what

b. Dole out the budget – who gets what

c. Meet deadlines – what must they produce by when

d.

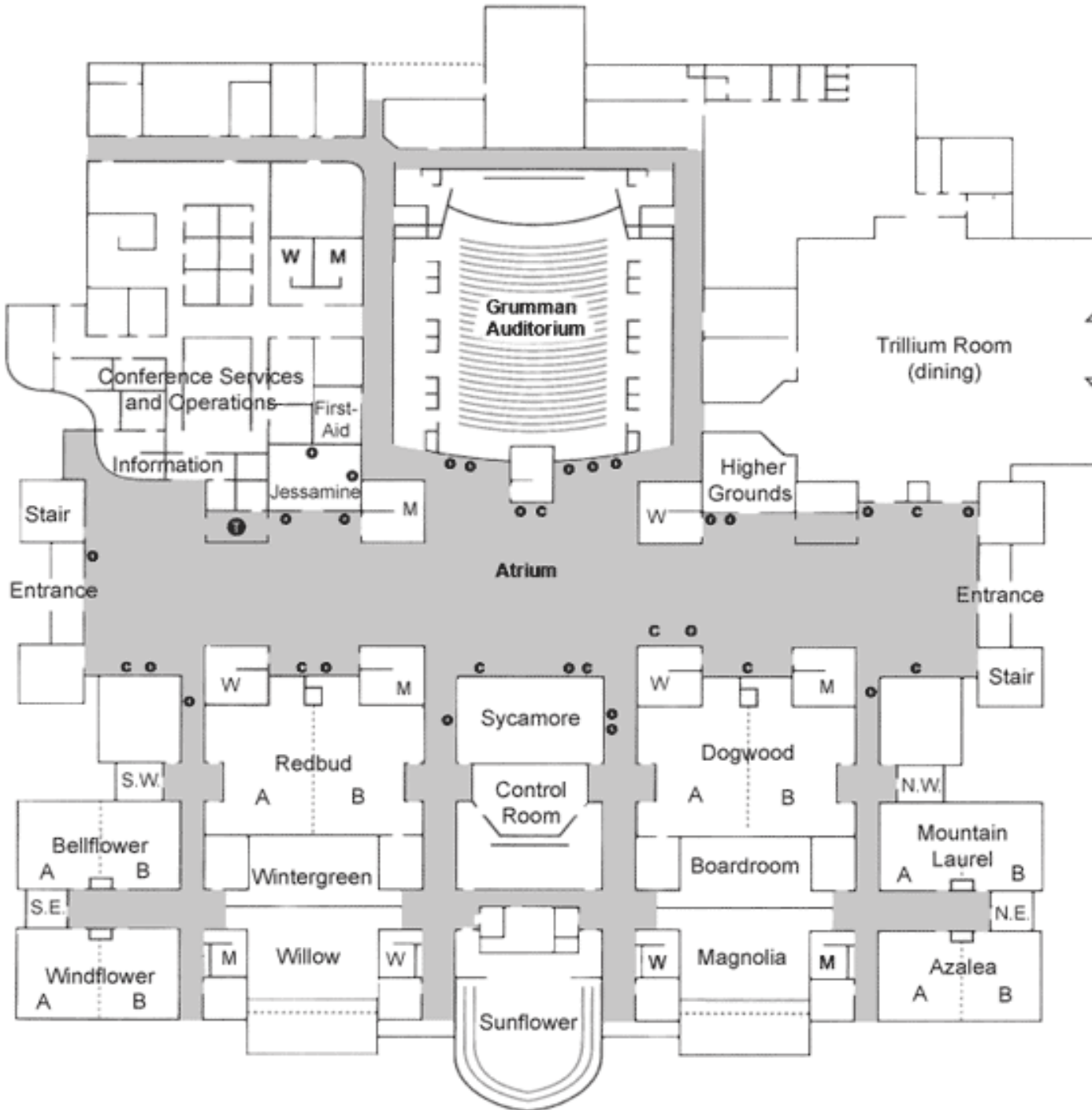
e.

Along the way, be sure to celebrate and have fun!

ACCEPT reality,
BUILD to the greatest potential
and **ACT** at the highest level.



PLAN





PREPARE

UNEXPECTED RD

ROUTE 54







STOP RESISTING ...



Let go...and
improvise!

