

We received many extraordinary responses to our last article, “Speaking Matters” that were inspiring in their thoughtfulness and content. Thank you. We want to continue the conversation by sharing with you some of your colleagues’ thinking and by diving deeper into the subject of “Speaking Consequentially.”

Many of you asked for real-life examples. To facilitate this and keep the articles within the short, focused format of the Leadership Series, we have identified several key themes from your responses. Over the next year these will be developed into short articles, containing real-life examples of the theme in action.

Below find the working list of themes followed by selections from your emails (for the original article, see <http://www.c3corp.com/pages/library.html#speak>). These categories come from listening to you and thinking about how your comments connected to our original article.

The Power of What We Say

We all too often only remember what others said, in a particular moment, or at an important juncture. Inadvertently we often shape [the] future and behavior of those around us without being cognizant of it.

Words are so powerful and once spoken can't be undone.

Whatever one's background, it really does begin with 'the Word'; we come to know everything in our lives through language.

Strong & Creative Language

So, my good friend Eminem says: "...and if you got one chance, one opportunity, would you take it..." That all is easier said than done; yes, you can seize the moment, but only if you know what to say. One word, one sentence will define everything.

I did enjoy the read, [and] especially the suggested habits. Not sure what strong and creative language really means though.

I believe that one of the most powerful tools of oratory is the use of analogy, because it projects your communication's intent into the world with which your listener is familiar. And when we do that, it is like coming into our listener's ball park, where she/he has a sense of home field advantage.

The Spacious Part of the Mind

I really like listening at a deeper level and combining the analytical and creative senses.

How do I know when I am in the spacious part of my mind?

The article has so many parallels with my current tasks at hand. Not only does it allow the new leader to shed his baggage and evolve, it sets the stage for the team to open up to a fresh way of thinking.

Listening and Leadership

The part about ‘not dominating the conversation’ for leaders is sage advice. While the ‘instinct’ to dominate comes naturally to some, for others, it may also stem from preconceptions (or insecurity) about what leadership is supposed to mean: ‘I’m in charge and so I had better dominate this conversation.’ Listening and speaking with greater care helps in every aspect of life, really – not just professionally!

I listen to understand...not to answer.

I have long pondered the power of effective communication and whilst I personally place huge emphasis on sharing information with the team & spend a lot of time trying to be creative and to resonate with their values & priorities, indeed I should be spending a lot more time listening.

In contrast, there is the absence of talking, discretionary silence that is also a management tool and an obligation; that seems often overlooked. Isn’t that essentially what defines good leaders – when to know what to say?

Speaking Consequentially

Speaking consequentially is clearly an important skill—we would say a vital one. But it is not a trifling skill to learn—like a PowerPoint template in a two-hour workshop or something you can pick up by consulting a “For Dummies” manual. It is, however, a game-changer that with time can be developed, polished and perfected. The upcoming articles are intended to catalyze that process.

If you have comments or there are other components of speaking consequentially that you would like us to include, please let us know by clicking on one of the links below.

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