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organizational change.
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great leadership
derives from powerful
social exchange and
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that are intricately
woven.

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Conversational
intelligence allows us
to connect, engage,
and navigate with

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others. It is the single and most important intelligence that gets better when we do it together. Having conversational intelligence creates an environment and a level of trust that can lead to the achievement of extraordinary results.

**Conversational
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Coaches and
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Intelligence is our most
powerful and human
and hardwired skill of
connecting with others
through conversations.
When leaders turn to
each other to draw out
our best thinking and
translate that into
action, we are
exercising our
Conversational

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When leaders honor and respect how our WE-centric brains respond to change, they will become champions of a new level of leadership fueled by applying all three levels of Conversational Intelligence at the right time and in the right

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way. Conversational
Intelligence gives us
tools for letting go of
the past and
transforming the
future.

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Conversational
Intelligence speaks of
levels, with the lowest
level being “ask and
tell”, Level I,
associated with low
trust, progressing to

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Intelligence How
Level III high trust,
which Glaser calls “co-
creation”. Glaser
provides a five-step
model for building trust
- which I'd argue is
more about deep
communication than
the development of
trust.

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Judith is the author of 4
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Judith E. Glaser was a
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Monday's Episode. 271:
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Glaser appeared on the
show to discuss the
lessons from her
bestselling book,
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Results... Key Points.
Great conversation
leads to great
relationships, which
leads to great culture.

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Intelligence -
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Glaser's new book,
Conversational
Intelligence, will help
leaders at all levels
learn to engage their

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heads and hearts to
generate trusting
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and global players."

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organization's ability to
communicate in ways
that create a shared
concept of reality.

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Having worked with these companies and many more of the world's largest businesses over the past ... Intelligence: How Great Leaders

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I just finished reading Conversational Intelligence by Judith E. Glaser, a booster shot-of-a-book for your social IQ, and one that

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a framework for
knowing what kind of.
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