

Getting to “Yes” with Decision-makers



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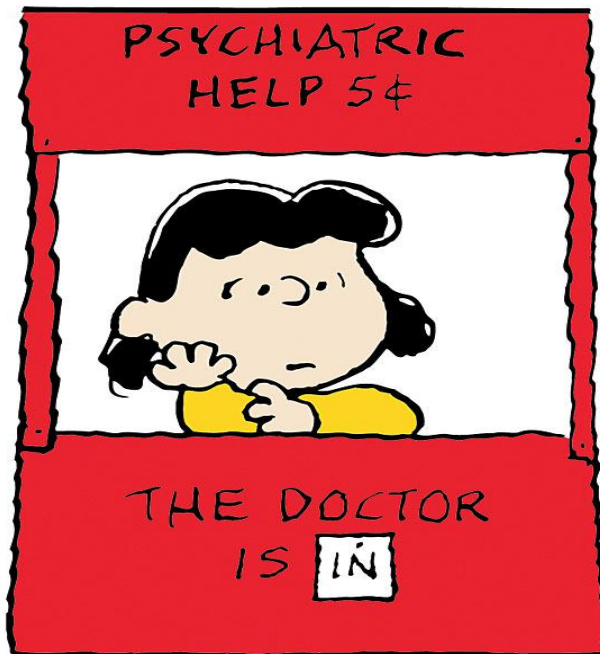
Some assumptions



They may not see where you are headed



Understand
your boss



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What are their issues & priorities?



Decision-makers are individuals

Each with their own priorities, communication preferences & assumptions

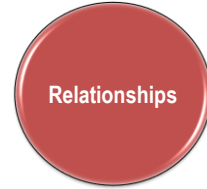
Decision-makers	Don't know them	Acquainted	Good working relationship	Their priorities	Their communication preference



How do you express yourself?



Listening is not the same as hearing



*“You cannot antagonize and
influence at the same time.”*

J.S. Knox

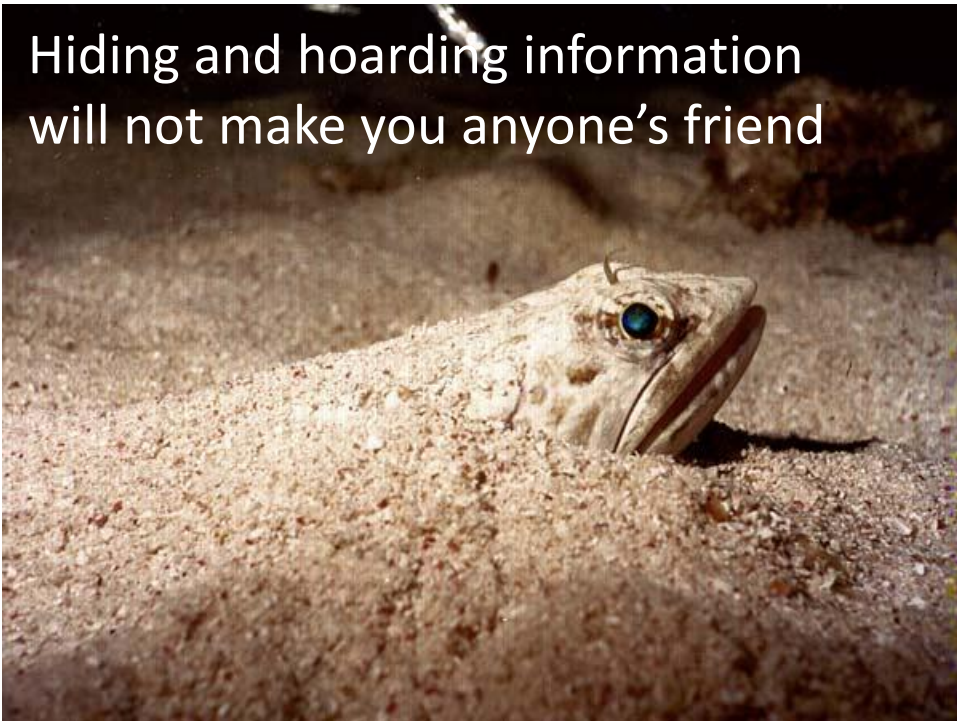


Some things to
avoid

Surprises are almost
always a bad thing



Hiding and hoarding information
will not make you anyone's friend



Cowardly lions aren't very useful



Say no to being a "yes" person



No one wants to be around an erupting volcano



Some things to do



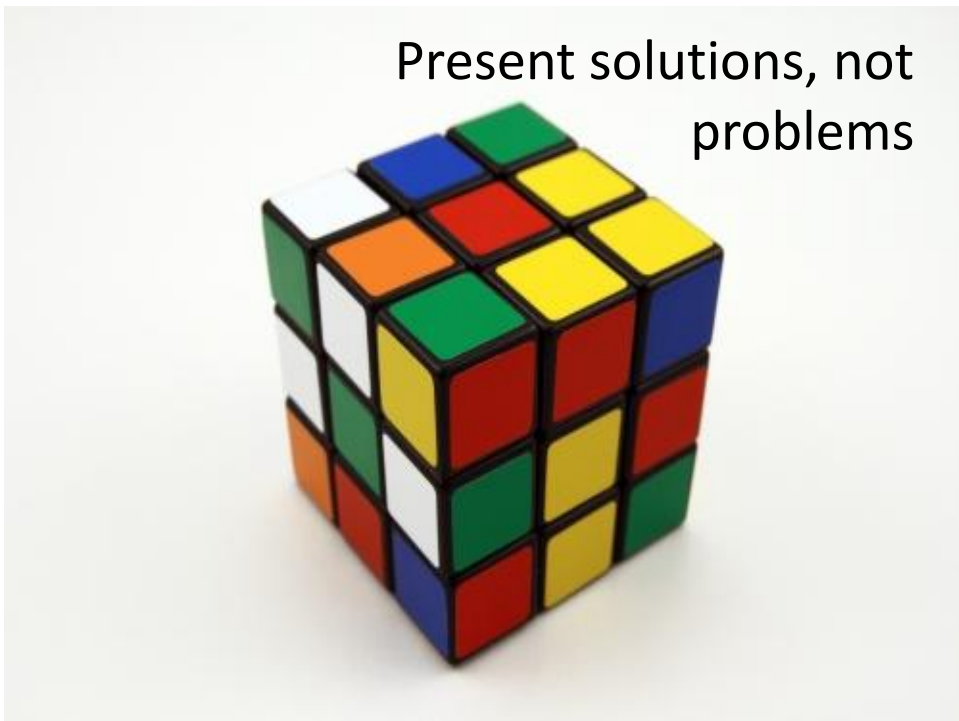
Stick to objective facts

Be clear about what you want them to say "yes" to





Be proactive

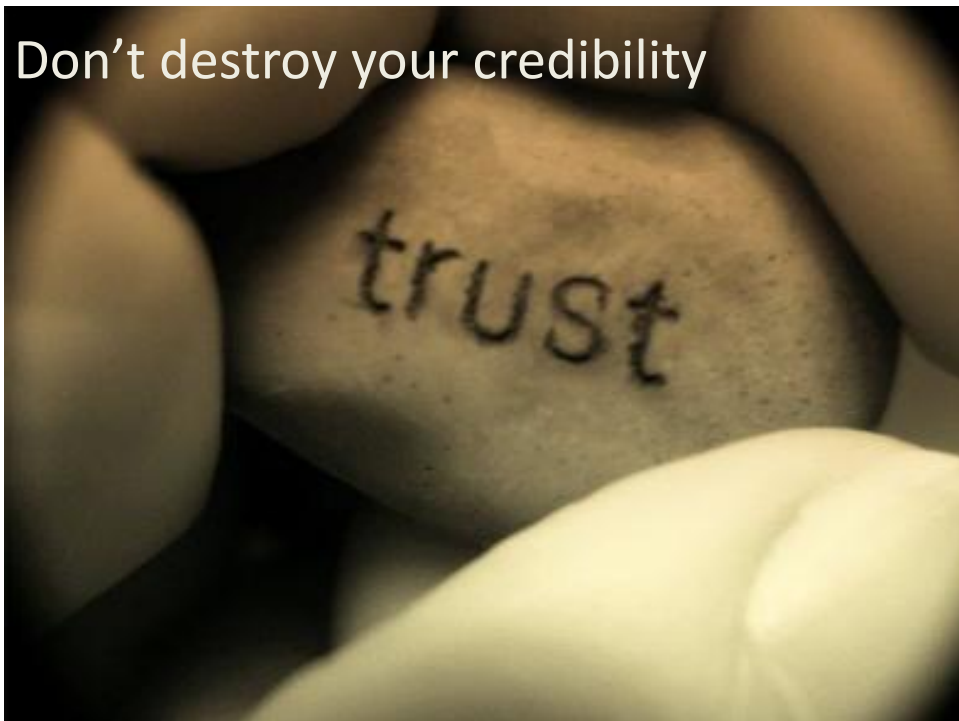


Present solutions, not
problems

Give options



Don't destroy your credibility





Follow through



Respect people's time

Make others look good



Admit to your mistakes