Name: Beverly Brown

Session: (select one) 1 2 3 4

C:\Program Files\Microsoft Office\MEDIA\OFFICE12\Lines\BD21318_.gif

3 – 2 - 1

!!! 3 things learned

* I learned that *vision* and *purpose* are the vehicles used by effective leaders to **mobilize** their constituents.
* I learned to limit the length of presentations in order to allow participants to be engaged (20/80 rule).
* I learned that beginning a question with “why” tends to put people on the defense.

++ 2 connections made

* I connected with the quote, “We rush and hurry as a matter of course; many of us have come to believe that silence is a waste of time.” I am one of the “many.” I always feel that silence demands that I say more. In my rush to fill the silence, I deny learning opportunities to participants.
* I connected with the quote by Neil Postman. “All our knowledge results from questions, which is another way of saying that question-asking is our most important intellectual tool.” Now, I never have to feel embarrassed by my need to ask so many questions.

? 1 question

* Did the 3-2-1 strategy originate from the strategy “Connect Extend Challenge”?