

# *Dialog: Catalyzing Change and Binding Groups*

## **Premise**

We believe that... Fast paced, specialized, hierarchical environments can be excellent at creating group efficiency and inadequate at fostering the skills needed to influence, listen, collaborate and improve morale.

During times of change, good dialog skills are essential for effective performance and positive morale for individuals and groups. Specifically, these skills help individuals:

- Present ideas to others (influence)
- Accept the ideas of others (listen)
- Merge and synthesize ideas in groups (collaborate)
- Feel more satisfied with their contributions (morale)

## **Participants**

This workshop is for individuals at any level who need to exchange ideas or information with others to succeed in their job. Or groups that need to interact with each other, customers or colleagues.

## **Intent**

Our intent is to help workshop participants understand what dialog is, gain feedback on how well they dialog and identify the skills that will enable them to dialog better.

## **Outcome**

At the end of this workshop, the participants will have:

- An understanding of the components that lead to a better dialog
- Practice dialog sessions --with audio tapes for review
- Assessments and feedback on their ability to dialog
- A personal action plan to enhance their skills
- A process map and skills to help them plan and create better dialogs

## **Format**

This four-hour workshop includes large group instruction, small group practice sessions and individual assessment and action planning time.

## **More Info**

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## Biographies

**Mario C. DiCioccio, MBA, CPCC** is a Certified Professional Co-Active Coach. Mario works with executives, entrepreneurs and individuals to help them achieve their goals and improve the quality and balance of their lives. Mario also conducts workshops on change, professional development, life-work balance and team building. In addition to his coaching training and experience, Mario brings over 20 years experience leading organizations and working on cross-functional initiatives in small to large corporations.

**Judith Cohen, LCSW, MCC, CPCC** is a Master Certified Coach and Certified Professional Co-Active Coach. Judith is a member of the faculty of The Coaches Training Institute and a T-Group Facilitator at the Stanford University Graduate School of Business. For the past twenty years, Judith has worked with executives, entrepreneurs and individuals to achieve their goals through powerful, authentic communication and collaborative practices. In addition to maintaining a successful international coaching practice, Judith is an engaging public speaker and is the author of the monthly coaching advice column, "Ask Judith!"

## More Info

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