



EDGAR PAPKE

THE HUMAN ART OF BUSINESS™

The Biggest Elephant: How Leaders Use Conflict to Create Opportunity

In a presentation that challenges and questions our assumptions about the relationship of leadership to conflict, award-winning speaker Edgar Papke teaches leaders to expand their view of conflict and provides key strategies and techniques for leveraging conflict to create higher levels of performance.

Through their participation, attendees explore the origins and dynamics of conflict, how culture influences the patterns of disagreement and discourse in teams and organizations, and how to apply constructive approaches to create lasting agreements. Edgar offers powerful techniques to dig into the sources of conflict and how to manage multiple interests and motivations effectively. The results are organizations, teams, and relationships that deliver higher levels of accountability, trust, and performance.

Sharing his proven model for managing and finding paths to resolution and agreement, Edgar offers powerful and intentional approaches and strategies for more effectively managing the ongoing conflict of business and life, helping leaders to deal with everyday issues and confront the big elephants that get in the way of great performance and results.

Key learning outcomes include:

- Your Leader's View of Conflict
- Hunting for Elephants
- The Origins of Trust
- Overcoming Unproductive Patterns
- The Art of Inquiry and Invitation
- Realizing the Power of Choice
- Leading with Intention: The Steps to Resolution