



Conversation  
Space

# Let's Talk

Improving organisations through the power of conversation

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# Who we are

## Our Philosophy

We are a leadership development consultancy.

We believe in strengthening human connections through the power of conversation.

By helping people become more human, more skilled and more aware.

Through impactful learning experiences.



## Our Values

### **Ambitious**

We want to be the best and we won't stop until we are. We're motivated, driven and keep pushing forward to stay in front of the curve.

### **Real**

We're not perfect. Sometimes we make mistakes but we're open and honest. We're true to ourselves and to you.

### **Courageous**

We take risks, we're not afraid to fail and we're brave. Not just for ourselves but for our clients too. We'll have the uncomfortable conversations and help you to have them too.

### **Simple**

We are pragmatic and creative. We focus on what's essential, hone in on the heart of conversation and support you to put this into practice.

# How we can work with you

## What we do

### Our Conversational Wisdom® Programmes

#### Foundation

A full day workshop blending the key principles and tools of Conversational Wisdom® with plenty of practice. Everyone leaves understanding the skills for more successful workplace communication.

#### Speak Your Mind

A full day workshop to give your people the skills and confidence to be more human and have more meaningful conversations about wellbeing and mental health at work.

#### Listen Up

Reverse mentoring empowers your people to think differently, break down the barriers of traditional conversations and diversify the perspectives of your senior leaders.

#### Mastery

A six month programme specifically for rising talent. Residential workshops and supported virtual activities enable participants to become fully immersed in Conversational Wisdom® and deepen their practice to an expert level.

#### Wisdom for teams

A two-day workshop for teams to enhance the way they communicate and connect. Time to notice conversational habits, voices that aren't being heard and emerge with new skills that deepen trust and boost performance.

#### Speaker Session

Our talks about the power of conversation and the importance of being more human at work, engage, inspire and provoke thinking for any audience.

#### “We’re Curious”

Not sure what you want? We'll bespoke a programme to fit your unique needs and deliver the conversational change you want.



## Our delivery approach

We help participants take their knowledge, skills and behaviours back into their business and make immediate and lasting change.

- Powerful conversations form the foundation of our approach
- We place the learner experience at the heart of what we do and how we do it
- We use the environment to stimulate new ways of thinking and act as a conversation provocateur
- We deliberately help participants slow down to speed up

# Why invest?

## Our Clients



## Does your business experience these problems?



### Workplace Inequality

Closing the wage and participation gaps would add \$28 trillion—or 26%—to the global economy by 2025  
*(McKinsey)*



### Lack of Meaning

Companies with a great employee experience achieve 2 x innovation, 2 x customer satisfaction, 25% higher profits  
*(MIT)*



### Siloed thinking

73% indicate that they could assist their organization's performance with an idea, but 38% of these have not spoken up  
*(Ashridge)*



### Stress & Anxiety

9/10 employees are affected by mental health issues  
*(Accenture)*



### Great People Leaving

The cost of losing an employee is 1.5-2 x annual salary  
*(Bersin)*



### Declining Trust

49% of the mass population distrusts institutions  
*(Edleman)*

**“Human conversation is the most ancient and easiest way to cultivate the conditions for change.”**

Margaret Wheatley

# To hone the conversational abilities for the trusted leaders of the future



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Strengthening our human connections through the power of conversation builds trust, boosts engagement and is the key to change.



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The concept of Conversational Wisdom® has emerged from our award-winning research into leadership conversations and now benefited more than 30 client organisations internationally.



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We help leaders improve their capability from a conversational perspective, resulting in better organisation-wide connectivity and performance.



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Our workshops and programmes distil the essence of our expertise and Conversational Wisdom® into a unique and exclusive experience for your people.

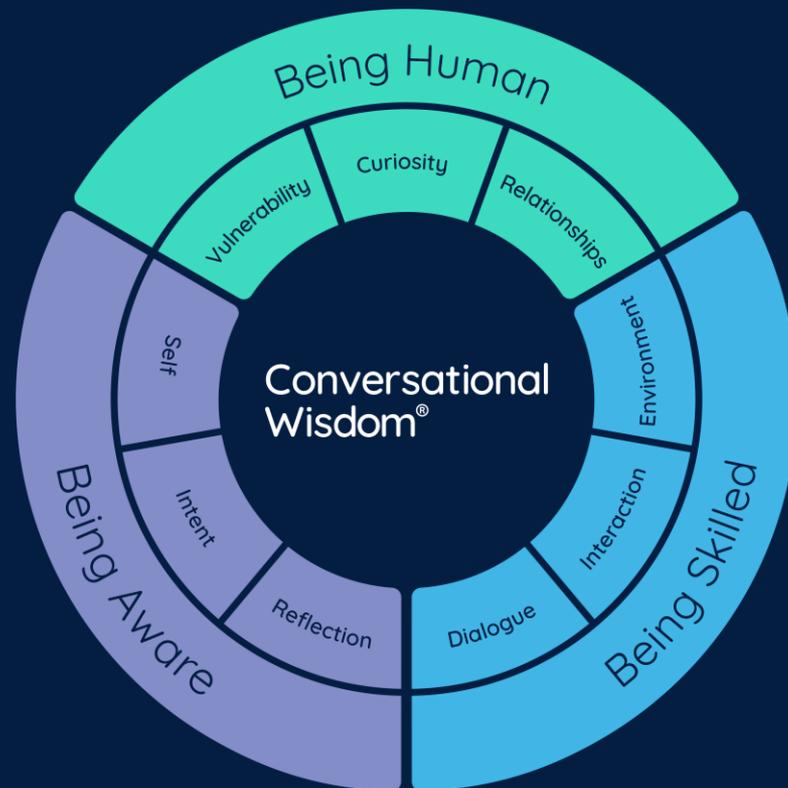
## On the face of it...

Conversation is such a simple, little thing.

Right now, especially in business, we're at risk of losing the art of doing it well.

Our proven methodology, Conversational Wisdom® is an approach that helps you to:

- Be the best you can and to make the most of every conversation
- Pay attention to the wider, broader, deeper context around any conversation
- Really show up as your authentic self
- Enhance the quality of your thinking
- Add clarity to decision making.



## Testimonials



“The response from our leaders has been overwhelmingly positive, with many saying it was the most impactful learning experience they’ve ever had.”

“Already our leaders are putting their personal learning into practice, feeding this forward to their teams and driving positive change in their business areas.”

**Adam Smith**

Leadership Development Manager / Boots UK



“I was hugely impressed with the thoroughness The Conversation Space displayed in seeking to reflect our needs as well as their patience and grounded modelling in respecting and working with our prevailing culture.

I wouldn't hesitate to recommend them as generous and deeply impactful experts in Conversational Wisdom®.”

**Rob Bravo**

Head of Learning / Lloyds Banking Group



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# Thanks

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