SPACE CITY-HOUSTON CHAPTER
NATIONAL CONTRACT MANAGEMENT ASSOCIATION

Shari: As a testimonial to you and your leadership workshop, I want to share with you an article that appeared in the January edition of *The Galaxy*, which is the NCMA – Space City Houston Newsletter. In the workshop you presented, you were very informative, interesting and energetic. You provided us in-sight and helped us to understand ourselves, our colleagues and our bosses better! Thank you from the entire organization.

Linda Miller
VP Programs
NCMA – Space City Chapter

NCMA Space City Chapter – Leadership Workshop
"Are You Speaking the Same Language as Your Listener?"

Shari Frisinger of Corner Stone Strategies LLC presented the Communication Leadership Workshop on Thursday, January 17, 2008 at Chabuca's International Grill. A full-house, consisting of 44 Contractor and 33 NASA Contracting Personnel, enjoyed listening to Shari and working the exercises on how we communicate, how we mis-communicate, and how we stop ourselves from communicating.

Shari covered the four types of individuals: Direct, Influential, Conscientious, and Steadfast along with their descriptive personalities, desires, attributes, etc. Understanding the type and characteristics of yourself and of individual(s) you are attempting to communicate with will provide you knowledge and insight on how to better communicate with specific individual(s).

Shari discussed that 'Direct' individuals think in terms of bullet points. When communicating with 'direct', think in terms of bullet points; give the end results first. 'Influential" individuals are talkative, optimistic, influential and partiers and they don't like details. 'Conscientious' individuals are patient and like details, details, details and then, more details. 'Steadfast' individuals, which comprise 40-50% of the workforce, are team players and motivated by being part of a team.

Shari discussed the need to understand and attack 'attention barriers', which vary among the different types of individuals. The need for what Shari called 'fresh listening' – removing self from physical and mental distractions – was also addressed.

The attendees enjoyed the presentation, along with the excellent food and networking opportunities.