

Unlocking Yes, And... Key Skills for Communication

How It Works:

In trios, participants take turns pitching any new idea (hotel related or random) with 3 prescribed responses:

1. "No, Because..."
2. "Yes, But..."
3. "Yes, And..."

This cornerstone exercise speaks to the notion of **building a bridge in communication** to assist in supporting creativity and accepting other points of view. It illustrates the improv ideas of forwarding information, influencing outcomes and creating understanding through acceptance of information.

The End in Mind:

- ✓ Demonstrates respect and care for all people and their **capacity to contribute**
- ✓ Enforces the idea that simply saying "No" can bring communication to a standstill and **how redirecting can be accomplished** without negative connotations
- ✓ Enables participants to create a bridge in communication by **asking questions** once all of the information is presented
- ✓ Acknowledging and building on another's point of view for **true #collaboration** with others
- ✓ **Being self-aware** enough to realize when you are entering a conversation with a "No Because" or "Yes But" mindset and attempting to set aside that judgment to instead be in the receptive space of "Yes And"
- ✓ Working from a place of abundance and culling afterwards: **"Bring a brick, not a cathedral."**

