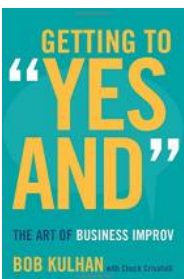


## MEETING IN A BOX

# The Art of Business Improv

## Start a conversation at Company X

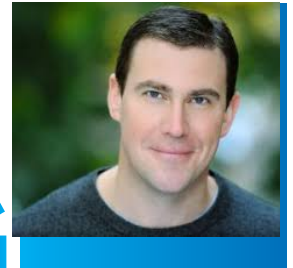
Start the conversation with your team and take initiative to be a part of our success. Use the getAbstract on Getting to “Yes And” to get started.



- **Step 1:** Have your team read Getting to “Yes And” getAbstract summary. To access the getAbstract, click on the book cover.
- **Step 2:** Schedule a team meeting to discuss the questions below
- **Step 3:** Have a discussion with your team.

“Improvisation...is a deliberate strategy that draws on intelligence in concert with instinct.”

**Bob Kulhan**  
Author



## Discussion Questions

1. What are the basic fundamentals that facilitate improvisation and how can you adopt them?
2. Share an example of a time when you successfully improvised.
3. How can improv/pre-call planning help with your self-awareness?
4. What can you and your team get better at doing based on the concepts from this summary?
5. What would success look like if you and your team implemented the ideas from this summary?

## Take away

Learn to apply the skills you need to be a successful improviser and start taking note of your successes when you think on your feet. Share your success with your team weekly and encourage them to do the same.

If you liked Getting to “Yes And” here are some additional getAbstract summaries and channels you may be interested in...

