

## LISTEN AND FILL IN THE BLANKS

If you want to start an (1) \_\_\_\_\_, we have a survey tool- it's on a website, orgdna.com, where you can answer just a small number of questions about your organization and then we compare that to answers from about 40,000 other executives and we can recognize patterns, and that helps us to say that your (2) \_\_\_\_\_ is like these other organizations, and so we can get some learning from comparable organisations. And we call that the 'orgdna profiler: It gives you a (3) \_\_\_\_\_ view and it's a good place to start the conversation. But then we have to go much deeper. And we usually organise both workshops with the (4) \_\_\_\_\_ and probes into particular aspects that seem to be (5) \_\_\_\_\_ interesting. So, for example, we might take a Single major controversial decision and look at how that was actually made, and really you often find that the reality is quite different from the theory.