LISTEN AND FILL IN THE BLANKS

400 100 100 100 100 100 100 100 100 100	o start an (1) where you can answ	The second secon		it's on a website, ons about your organization	
				ecutives and we can	
recognize pat	terns, and that helps	us to say that yo	ur (2)	is like these other	
				organisations. And we call	
that the 'orgdna profiler: It gives you a (3)			view and it's a good place to start		
the conversat	ion. But then we have	ve to go much dee	eper. And we u	sually organise both	
workshops with the (4)		and probes	and probes into particular aspects that seem to be		
(5)	interesting. So, for example, we might take a Single major controversial				
	look at how that was	s actually made, a	and really you	often and that the reality is	

