

# Say Yes: Improvisation Skills to Build Teams and Increase Confidence

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**Driven to Discover<sup>SM</sup>**

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# You will walk away with:

- Tools to increase your confidence and agility
- A different framework for supporting others
- A new way of thinking about interactions



# Warning!

- You are not going to be a different person when you leave this presentation.
- The rest of the world? It will also be the same.

You will have new tools and some practice.



**DONT PANIC.**

# Examples from the workplace

- Tricky team dynamics
- Difficult meetings
- Presentations

What are some other examples?

# Wonderful Wonderful



# Building blocks

- Say Yes. Yes, and...
- Say thank you.
- Listen for gifts, and listen for understanding.





# Say





# Agreement is important

- You are saying yes to the interaction.
- Agreement is more interesting and engaging.
- Starting from a place of understanding.

It also helps you listen.





# Yes, and....

- If you start from a place of agreement, it's easier to advance the conversation.
- “Yes, and” can create a better team.
- Remember the spirit of “yes, and” as much as the actual words.

Why do we like to say no so much?



# Saying yes, yes and examples

- Ingrid's Everyday Level 2 (day 1)
- Upgrade project team
- Difficult student or parent interactions

What are some other examples?



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# Building off of yes, and

- “Thank you” means you are accepting what you are given.
- Commitment to the conversation or situation.
- Again, as much about the commitment as it is about the words.



# Listen for gifts



# How to listen for gifts

- First, you have to actually listen.
- Find opportunities for new ideas and better solutions together.
- Gut check your “no” reactions.





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# Presenting in public

- Have a yes, and, thank you approach to your content and their questions.
- Be an advocate for your audience.
- It's not about you.





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# Final thoughts

- Improvising and these games are not about being an extrovert; it's about being present.
- Having courage is being scared and doing it anyway.
- Most people don't want to destroy you or your work.



That's it! What questions do you have?

