

The Theatre of the Shadows:

Exposing your corporate lies



Materials for working
on Session 2



Scenario A: A key member of your team has just delivered a presentation containing crucial errors to an important client

Quote from the leader

**This leader's shadow truly
thinks**

The real impact is

1. "It's fine, I'll sort it out later..."



2. "Are you daft, or what's wrong with you?..."



3. "Your presentation contained three calculation errors..."



4. (He doesn't say anything, but he's going to have a whisper with the rest of the team...)



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Scenario B: A leader on your team is consistently 10 minutes late for committee meetings.

Quote from the leader

1. "Well, well... what a surprise. Looks like someone's late again."



2. (You look at them, sigh, smile and say, "Come in, don't worry about it.")



3. "Hey, when you arrive late, it throws the team off rhythm..."



4.



What does 'the shadow' of this sentence suggest?

THE BOARD OF FREEDOM

The radical control audit



Materials for working
on Session 4

Recurring Decision	Actual level (1-7)	Target level in 90 days (1-7)	The Gap (Level Difference)
<i>E.g.: Authorise trade discounts</i>	2 (Sell)	5 (Advise)	+3 Release levels
1.			
2.			
3.			

