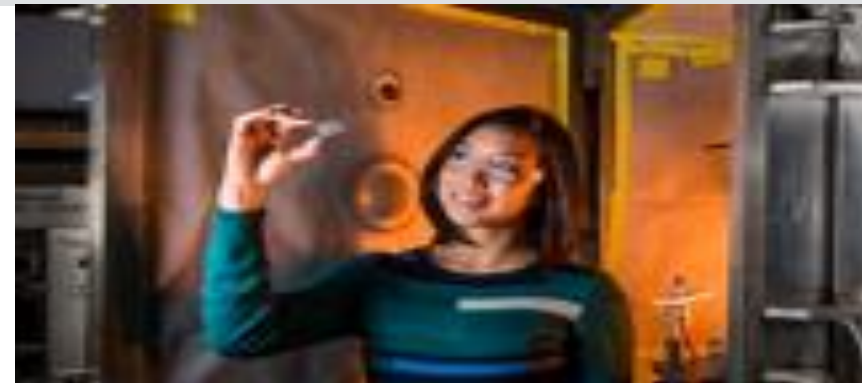
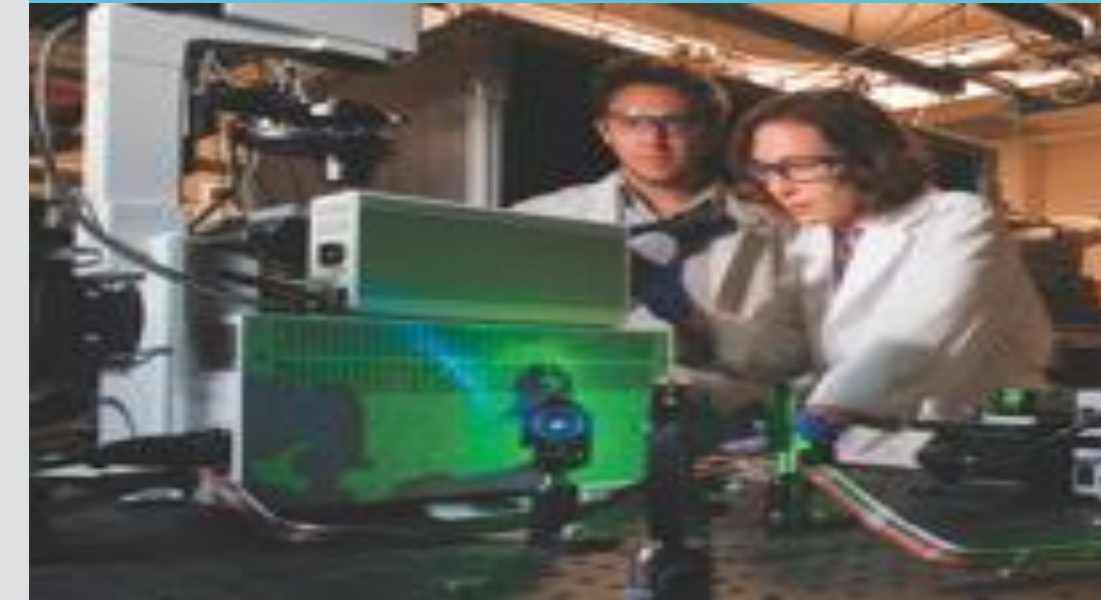


Sandia  
National  
Laboratories

# *The Process of Influencing: A Quality Tool*



Prepared for Albuquerque Quality Network  
August 23, 2018

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Sandia National Labs



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# ROADMAP



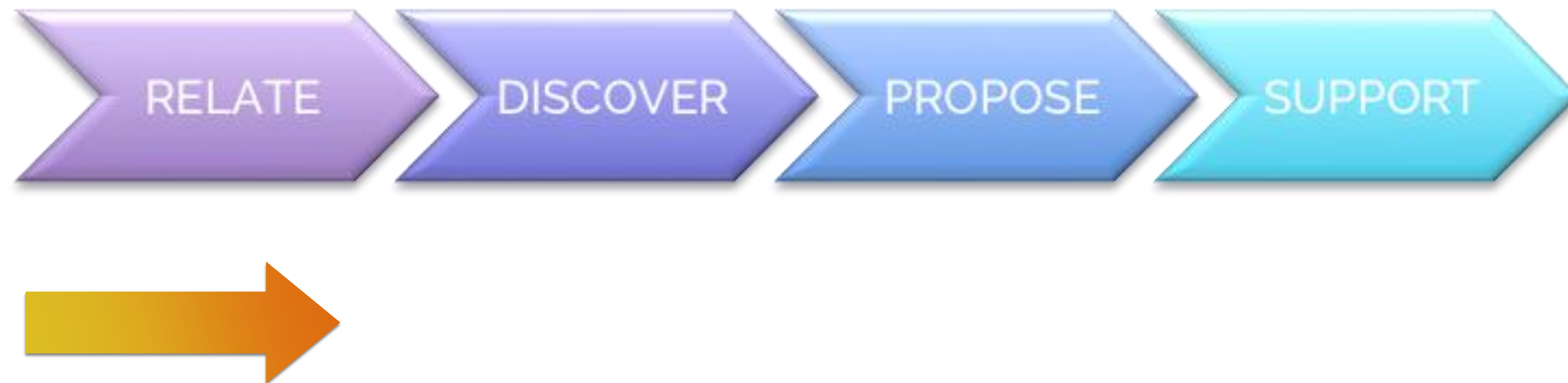
1. Why influence and where does this fit in?
2. The anatomy of an influencing discussion  
& why it works
3. Tips and techniques in each of the 4 steps
4. Mutual karma



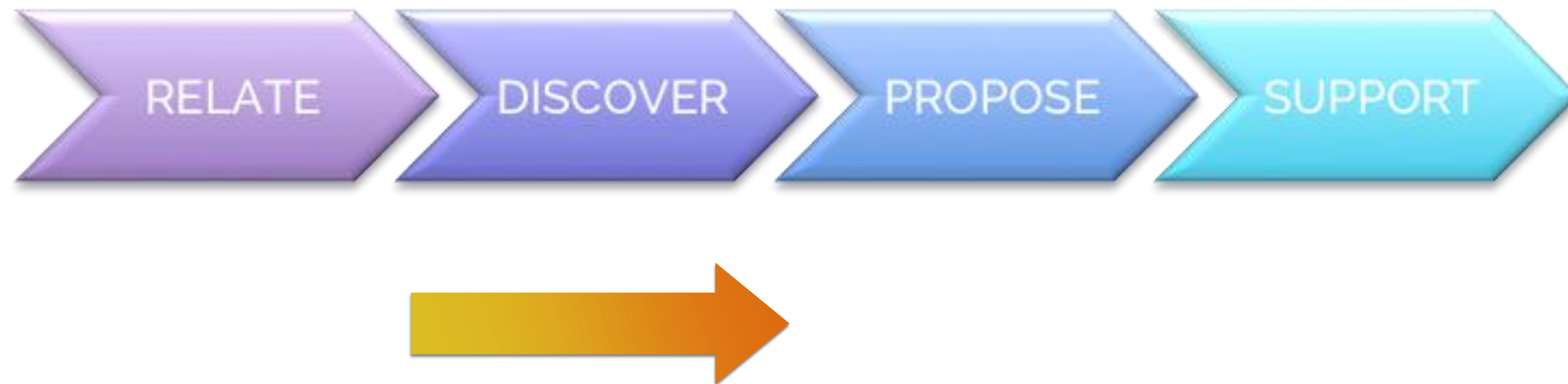
*The One Who Asks Questions  
Doesn't Lose His Way*

*- African Proverb*

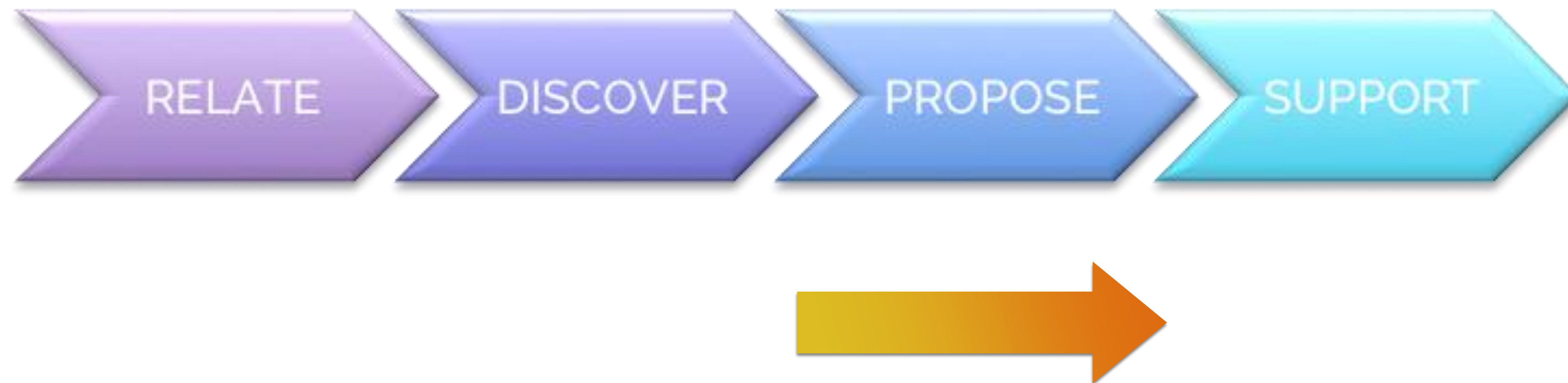
- The COLLABORATIVE INFLUENCING process



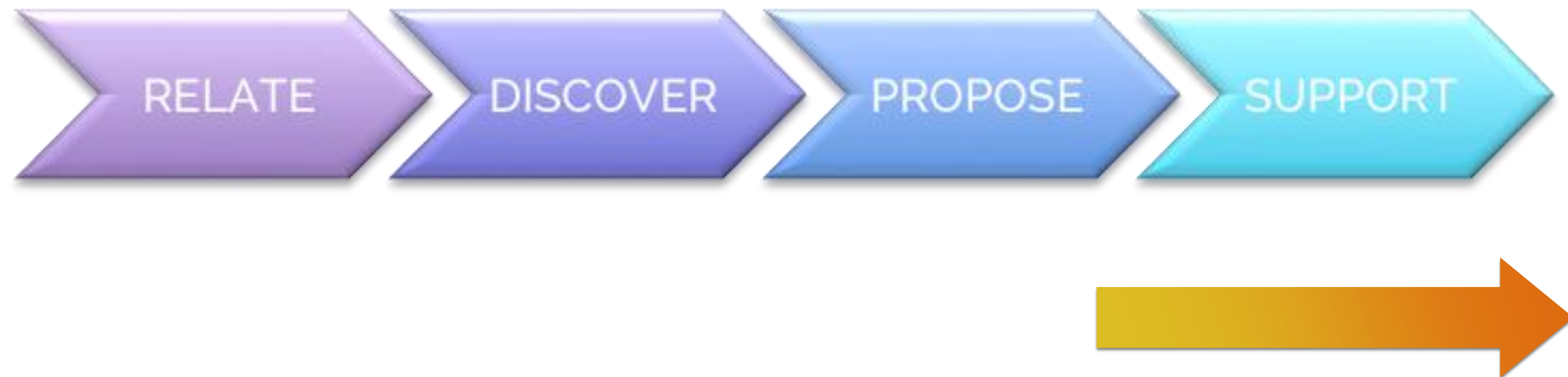
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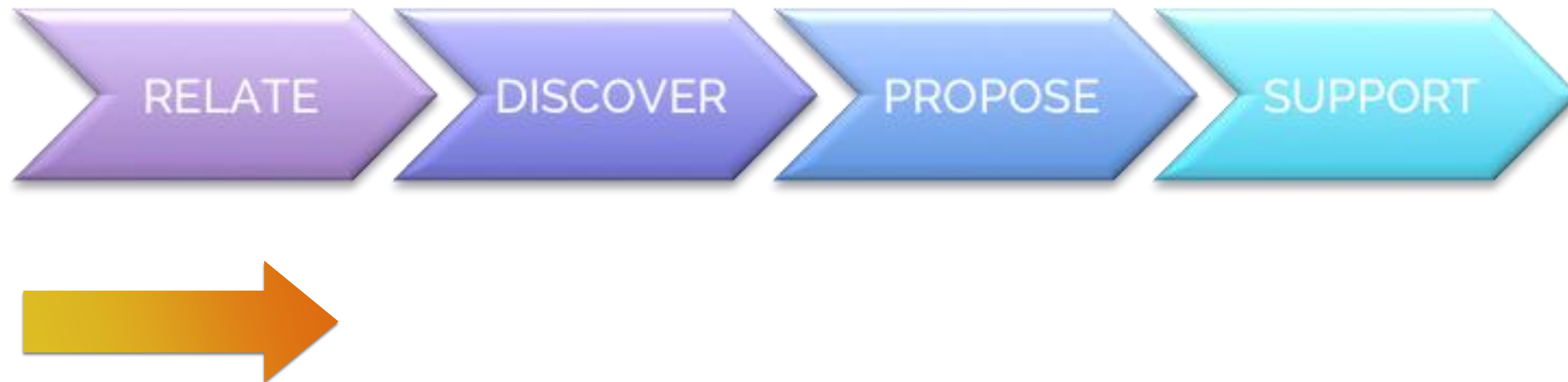
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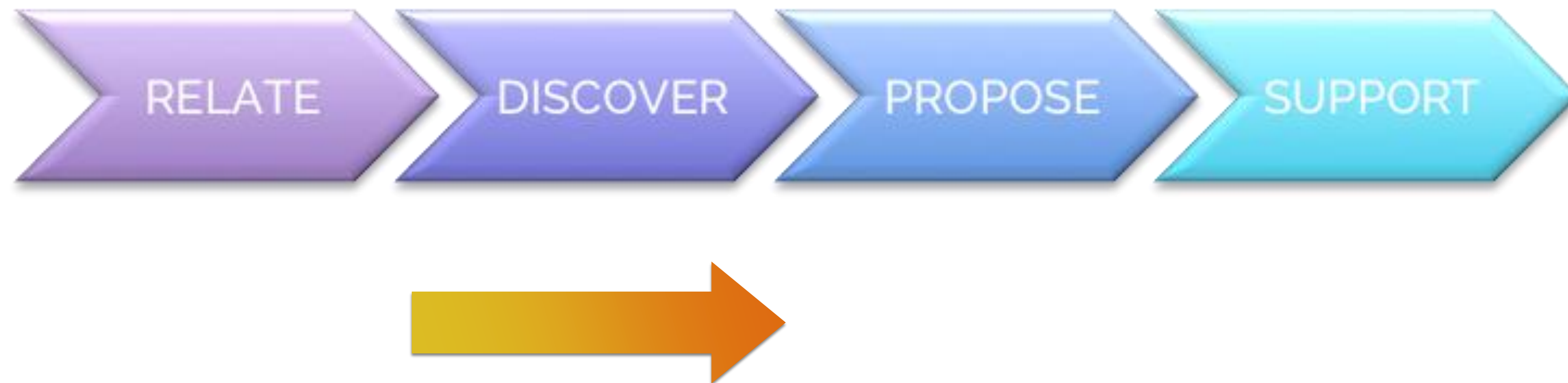


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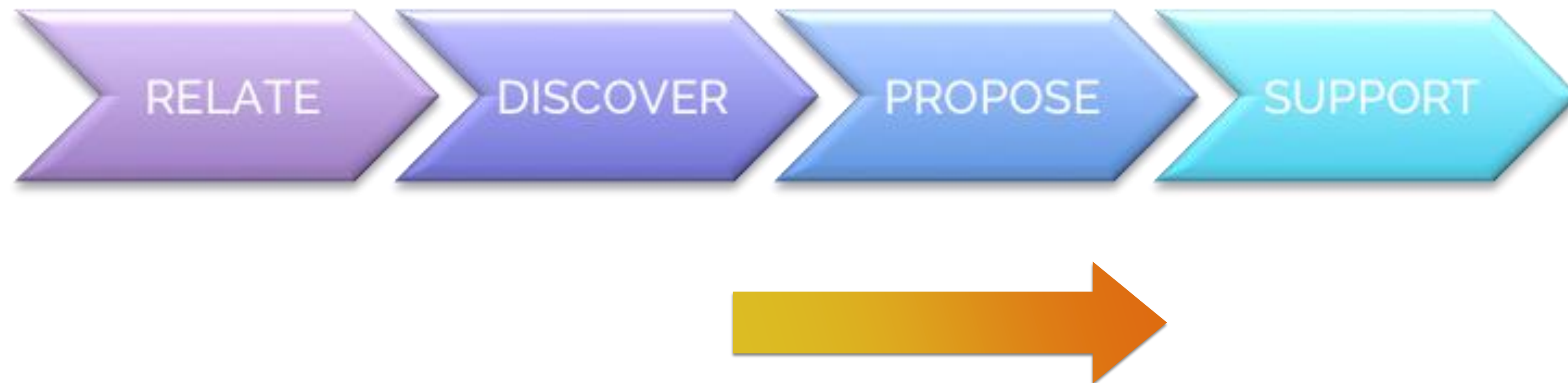




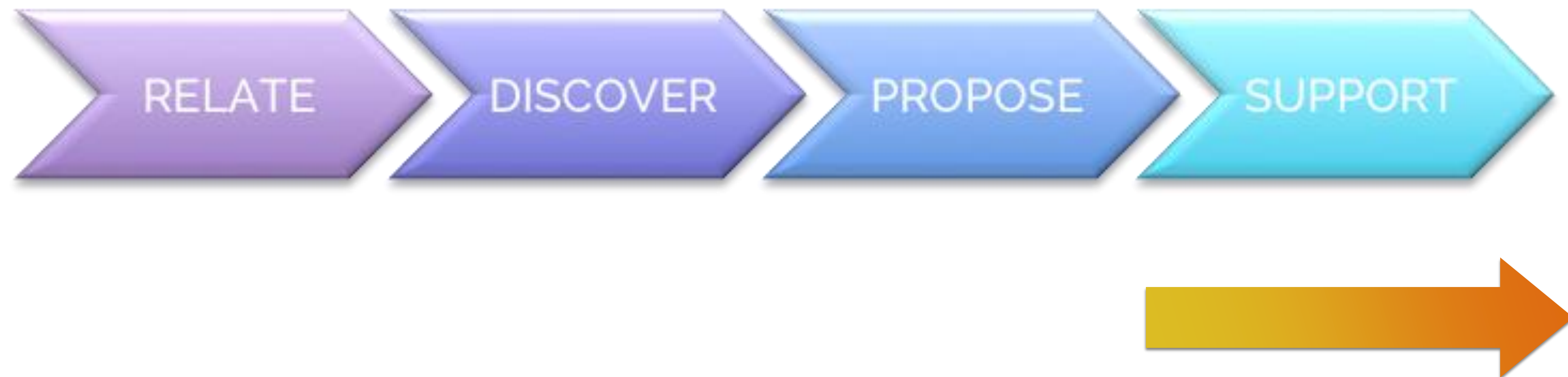
- The COLLABORATIVE INFLUENCING process



- The COLLABORATIVE INFLUENCING process



- The COLLABORATIVE INFLUENCING process





YOUR OBJECTIVE: Connect



RELATE



## GETTING CUSTOMER TIME KATIE'S SUREFIRE APPROACH

*Benefit v. Feature  
Mini Case Study*

With a prospective new internal customer:

*"I heard you mention in the Program Meeting that you're having problems with the nonconformance process for your project . Frustrating.*

*I've had some luck with other projects that had similar issues, and we quickly eliminated the immediate shortfalls through a couple of identification and optimization tools. If you want to investigate that option, I'd be glad to map it out for you. If there's a good fit, we can go forward."*



RELATE

## GETTING CUSTOMER TIME KATIE'S SUREFIRE APPROACH

With an existing internal customer:

*“I’ve been seeing several snags in the way the project is rolling out. It’s probably a good time to get together to review where we are. What’s your availability in the next 2 weeks?”*

or

*“It’s been a while since we reviewed the impact of the project. Can we do a quick check on where we are heading?”*



YOUR OBJECTIVE: Find their pain



- when COMMITMENT to QUALITY OCCURS

## Awareness of Needs

Customer becomes aware of his needs.

Customer recognizes that his needs and problems are growing.

Customer comes to terms with the fact that significant problems exist and that he must take action.

Your Goal ..... Lead them through this through the process of powerful questioning.

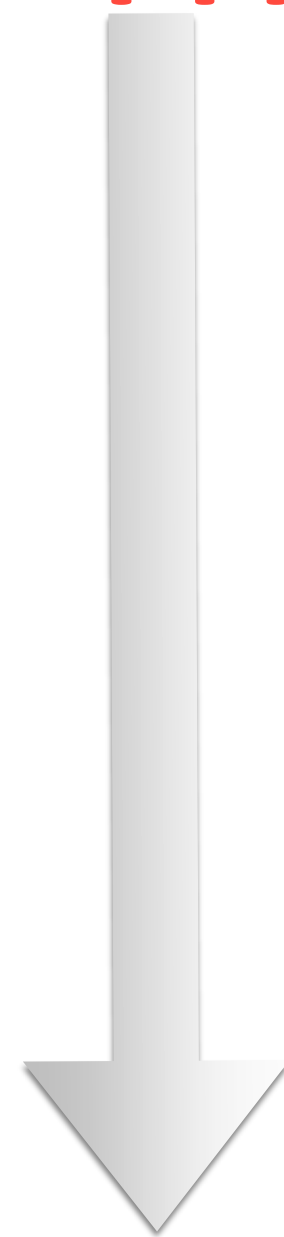




# THE CONTINUUM OF PAIN



## The Pain Continuum



It's OK.	"I could lose a few pounds, but I'm probably OK."
It's a problem.	"My slacks are feeling a little hard to button, but they aren't uncomfortable."
The problem is growing.	"My slacks are uncomfortable and bothering me very much!"
I need to make a change!	"I can't squeeze into my pants anymore. I have to find something else to wear!"



# THE CONTINUUM OF PAIN



## The Pain Continuum



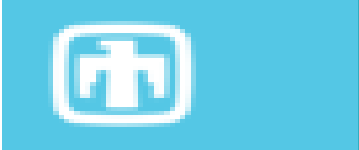
It's OK.	"I've heard a few not-so-ideal exchanges with customers."
It's a problem.	"My team doesn't seem to know how to handle an upset customer."
The problem is growing.	"The customers are asking for their issues to be elevated to a supervisor."
I need to make a change!	"We have had formal complaints on our website and it is causing us to lose customers."



DISCOVER

## strong opening

- It forces you to be prepared
- It positions you as a credible expert; someone prospects want to do business with
- It should focus on possibilities rather than be a push to meet a quota
- It sets the tone for enabling you to discuss your “biggest competitor,” which is aversion to change.



good opening

P



P



P





Good opening

# PURPOSE

P \_\_\_\_\_

P \_\_\_\_\_



Good opening

**PURPOSE**

**PROCESS**

**P**





## Benefits of a good opening

**PURPOSE**

**PROCESS**

**PAYOFF**



- what to ask in the discovery MEETING

## TYPES OF QUESTIONS

Closed

Emotions-Discovering

Thought-Provoking

Open

Needs-Discovering





- **what to ask in the business discovery**

## LISTENING SKILLS

LISTEN

REFLECT

EMPATHIZE

PROBE



- **THE FLOW OF AN IDEAL DISCOVERY**

I. Get the basics

II. Find out what is working well

III. Find out what is not working well

IV. Get the prospect to verbalize the impact and pain of it

V. Wrap-up with a plan for next steps



# LISTENING FOR THE SHIFT



YOUR OBJECTIVE: Relieve their pain



- And now you're ready to *advocate*



# OBJECTIVE: EXAMPLE



## **Objective:**

The overall desired outcome is that the service representatives consistently work together in a collaborative manner where trust is high and Meridian's Core Values of respecting others; acting responsibly and creating value are modeled and lived.

## **Objective:**

- Articulate the gap between present performance and desired future of high performance
- Define the model for leadership that would require this growth
- Build the team at the senior level to set the pace for the entire organization
- Define the required internal support system to develop at all levels and to entrench teambuilding

# CURRENT VS DESIRED: EXAMPLE



## Current Situation:

- The mine direction is driven heavily by cost goals. In general, the mine has little or no control over these externally-set targets. As a result, internal goals and targets are almost always about cost or productivity.
- Leadership is involved and committed to improvement and growth, but it is not clear whether all their efforts are aligned to each other.
- Supervision is heavily involved in production, of course, but lack the perspective that Senior Leaders have.
- Some inconsistencies exist in the hourly employees. These result in varying degrees of buy-in, freedom to communicate, and level of business awareness.
- Employees are eager to contribute to improvement projects, big and small. But lack a system or confidence in submitting them or seeing them through.
- Communication is difficult in this environment and making it effective is a constant effort.

## Desired Situation:

- Cohesion and increased team awareness among the Senior Leadership.
- Development of leadership into a team that works together at the senior level and it's inter-dependency is replicated at the department level and below.
- Mine strategic planning areas developed:
  - Continuous Improvement Structure
  - Key Business Drivers
  - Role clarification as to how leaders can promote these initiatives
  - Communication awareness
- Employee comfort levels increased so that wide participation on all the above is achieved.
- Preferably, a skill set for improved communication that can permeate through the organization and model effectiveness.



f

FEATURES

VS.

b

BENEFITS





**HANDLING OBJECTIONS**



## OTHER HELPFUL PHRASES

When you are tempted to retort:

*That's interesting. Why would you say that?*

When you want the other to know you care:

*What is most important to you?*

When the conversation may be provoking emotions:

*What comes up for you when we talk about this issue?*



PROPOSE

## OTHER HELPFUL PHRASES (continued)

When conflict is imminent:

*What would you say we agree on?*

When you need the other person to participate:

*How do you see the problem?*

*What else can we do to address the issue?*

When you want to encourage positivity:

*What do you need to get the best out of your people?*



## OBTAINING COMMITMENT



Sometimes all they are waiting for is a question.



**YOUR OBJECTIVE:** Sustain the Relationship and Support Them



## SUPPORT

## SOME WAYS TO SUSTAIN IT

*Ideas - thoughts - brain fireworks ....*

- Have a follow-up conversation afterwards to get feedback
- Regularly communicate
- Suggest periodic reviews
- Find an internal champion





People who earn the label "creative" are really just people who come up with more combinations of ideas, find interesting ones faster, and are willing to try them out.

The problem is that most schools and organizations train us out of those habits.

— Guy Kawasaki



**Thank you!**  
**& Gratitude**