



YOUR BEST THINKING WITH PQ+A

Course Description

No matter where you are in your career, *Your Best Thinking with Precision Q+A* may be the most valuable learning you can do for success in knowledge work. It teaches you to be a clear, concise, compelling communicator—and to ask high-value questions as you collaborate with executives, colleagues, customers, and AI tools.

Because these skills sit at the foundation of exceptional analytic, technical, and leadership work, this versatile and highly interactive program offers a single, powerful solution for professionals at every level, from individual contributors, to managers, leaders, and C-level executives alike.

Mastering Precision Q+A will grow your influence, strengthen your executive presence, and help you stand out. It will ensure you get to the heart of the matter quickly—eradicating inefficient meetings—and become an excellent verbal and written communicator. This fast-paced, hands-on program also lets you move real work forward while you learn and practice PQ+A.

"Must-have learning for everyone. It has immediate application, and is the most important skill you will use daily."

Why You Want to Learn PQ+A

Precision Q+A is the world's most complete and practical framework for question-driven collaboration. Tested and proven inside the world's best technology companies over 25 years, it will enable you to transform and up-level your communication and thinking faster than any other program available.

Skills Addressed

Communication, Influence, Executive Presence, Questioning, Critical Thinking, Social Intelligence, Leadership Meetings, Executive Reviews, and Active Listening.

- *Communication:* "Precision Q+A enables people to communicate clearly, concisely, and credibly in any type of situation."
- *Listening, Thinking & Collaboration:* "Our work is complex and fast-paced. Precision Q+A taught us how to ask savvy questions that get to the heart of the matter and raise the quality of our team's listening, thinking and collaboration."
- *Meetings:* "Precision Q+A helped us bolster the impact of our meetings by giving our team a shared Q+A framework that ensures we cover more ground in less time, and enables people to stand out in their Q+A interactions up and across the leadership chain."
- *Influence & Executive Reviews:* "I now understand how to rigorously test and refine my thinking before important reviews with executives and customers."
- *Overall:* "This is the most important learning you can do for success in knowledge work."

Interactivity

Highly interactive and structured to provide immediate value, this course includes at least six minutes of practice for every three minutes of presentation. Participants advance real projects during class, while building skill.

Learning Options

Your Best Thinking with Precision Q+A is a 4-hour learning program that can be delivered as a workshop for intact teams, or as a coaching program for individuals. It moves quickly, is extremely interactive, and 98% of attendees report they would recommend it to others. Eighty-five percent of our clients choose this program.

Our exceptional instructors can accommodate any group size you desire. Our standard audience size is anywhere from 6-35 people, but we also regularly service groups of 40-200 people.

Online Workshop
Although our typical workshop start and end times are listed below, note that we can begin earlier/later as desired. For very large team summits or offsites, we can also customize workshop duration to meet your unique needs. 1. Opening Session with Practice (10-11:30 am). 2. Small-Group Workout (30 minutes). ▪ Participants build strength quickly under the guidance of an experienced coach. 3. Application on Real Work (30 minutes). ▪ Participants independently apply Precision Q+A to real issues, refining their thinking fast. 4. Closing Session with Practice (1:30-3 pm).
Onsite Workshop
We begin your workshop at your chosen time and we travel to your location. The room you choose should have A/V equipment for slide projection. If you schedule your workshop to start in the morning, you add in whatever amount of time you want for a lunch break. For example, if you begin at 10 am and want 30 minutes for lunch, your 4-hour workshop will end at 2:30 pm. Alternatively, if you begin at 1 pm, because there is no lunch break, your 4-hour workshop will end at 5 pm.
Hybrid Workshop
We begin your workshop at your chosen time and we travel to your location. The room you choose should have A/V equipment for slide projection. If you choose, we can employ an additional online coach for hybrid workshops where more than three participants will be online – enabling your online participants to have an equal learning experience to those who are onsite. For hybrid workshops, you must use an online environment that supports breakouts. Also, when you schedule your workshop, let us know the number of online vs. in-class participants you expect. We will confirm this number again three days prior to your event.
Private Coaching
If you want to learn Precision Q+A as an individual, our private coaching package is the way to go. Coaching addresses the same content as the workshop. The one-on-one format, however, allows us to personalize your learning. We will schedule you for your choice of three, one-hour coaching sessions or two, ninety-minute coaching sessions. You also get to choose to work with one of our Master Coaches (ideal for entry-level through Director) or Executive Coaches (ideal for Sr. Director through C-level). The bios of our coaches are provided at the end of this document.

ABOUT ENLIVENWORK

All of us can enrich our questions, learning and thinking in ways we may have never imagined, yet very few of us were ever taught how. EnlivenWork's mission is to unlock this powerful potential inside organizations globally. EnlivenWork is the developer of the world's most complete and practical question framework, emerging from 25 years of research in accelerated learning at Stanford University. Teaching this framework globally since 1995, we have discovered that people gain insight into their thought process when they learn the 7 Categories of Questions. The byproduct of this increased awareness is the ability to ask precise questions that get to the heart of business issues fast, and the ability to communicate clearly and concisely.

PRECISION Q+A CLIENTS

We've been in business for 20 years and do zero marketing – word of mouth recommendations from satisfied clients is our only advertising. 98% of people who take our workshop report they would recommend it to others. Our clients include Amazon, Audible, Microsoft, Salesforce, Google, Dell, HP, eBay, Applied Materials, Zalando, KLA, Citi, Visa, Starbucks, simplehuman, Genentech, TomTom, Klarna, ServiceNow, Autodesk, Omron, Maxeon, SunPower, LORD Corporation, Enovix, Sila Nanotechnologies, Lenovo, Capital Group, VIAVI, Dolby, Nordstrom, Roche, Veeva, BlueCross BlueShield, Biogen, Halliburton, United Airlines, Bank of America, Shell, Henry Ford Health System, M&T Bank, Chick-Fil-A, CB Richard Ellis, Vulcan, HopeLab, the US Department of Labor, US Dept of Health & Human Services, the Bill and Melinda Gates Foundation, Harvard Business School, London Business School, Cornell University, Carnegie Mellon University, University of Michigan, Johns Hopkins University, Amnesty International, and countless more.

INSTRUCTORS & COACHES

Clare Dolan, EnlivenWork's co-founder & COO, is a Silicon Valley executive with extensive global leadership experience. She is a highly sought-after executive advisor and instructor, with a successful track record advising tech and venture capital firms all over the world. Prior to founding EnlivenWork, Clare held a variety of business development and operations roles at Oracle Corporation, where she reported directly to the company's CEO. She holds a B.A. from Stanford University, an M.A. from the University of San Francisco, and has developed learning and certification programs that have reached millions globally.

Monica Worline, PhD is EnlivenWork's co-founder and CEO, is an organizational psychologist who teaches business leaders how to tap into courageous thinking, curiosity, and compassion to bring their best work to life. Monica is the co-developer of Precision Q+A and the author of the award-winning book *Awakening Compassion at Work*. Monica holds a lectureship at the Ross School of Business at the University of Michigan and is the Faculty Director of the Center for Positive Organizations. She has a PhD from the University of Michigan and a B.A. from Stanford University.

Bob Stocking is EnlivenWork's Director of RBSE Services. He has two decades of experience as a coach and facilitator, including teaching Precision Q+A to tens of thousands of people in 27 countries, including every role from CEO to entry-level employee, engineer to salesperson, attorney to designer, and strategist to implementer. He has taught at leading companies in the high tech, ecommerce, healthcare, energy, finance, and retail industries; and at local, state, and federal government agencies. Bob earned his B.A. and M.A. at Stanford University.

Stacey Dickinson is an EnlivenWork Instructor and Coach with 30 years experience in both technical and collaboration-skills training. Based in the greater Seattle area, Stacey has been teaching Precision Q+A since 2005. Prior to joining the EnlivenWork team, Stacey was a Training Manager in Microsoft's Product Group, where she oversaw all training for Program and Product Managers. She was also a Master Consultant at The Steve Trautman Company, ensuring effective knowledge transfer for businesses to retain critical know-how, data, and technical expertise. Stacey holds a B.S. in Business Education from the University of Wyoming.