

Breakout

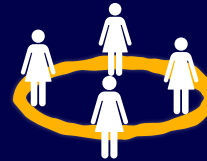
Collaboration



- Come up with at least 10 must-haves necessary for successful team work / collaboration
- Discuss each must-have and how to foster it, share experiences of good and bad examples
- Sort the must-haves from most important to least important
- Use grouping if possible

20 Minutes

Breakout



Search Plan Trello

- Each group member to introduce her search plan (if possible share Trello board with group members)
- Exchange ideas on what to improve, other ideas etc.
- Note three things / resources / tips that you would like to share with the other groups

20 Minutes

Breakout

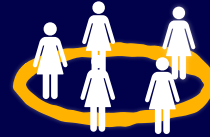


Pitch / "Tell us a little bit about yourself".

- 45 Seconds Pitch („Tell me about yourself“)
- Each group member delivers pitch, ideally recorded on own phone
- After each pitch group members give feedback (constructive, clear, benevolently)
- Questions to ask yourself as an audience member:
 - Did I understand the profession, at least the industry, the function?
 - Would I like to know more?
 - Tonality, authenticity, energy, eye contact, non-verbal
- Note feedback
- Groups share their findings with whole group
- 15 Minutes



Breakout



Non-verbal communication

- Discuss in groups your experiences with nv-communication
- How do you use it?
- Have you worked on it? Why?
- 15 min.



SCR is an extremely powerful communication structure.

S

Situation

- Factual presentation of the current situation
- Tell addressee something he already knows
- Addressee should feel picked up; "yes, that's right"

C

Complication

- What is the problem? Why not solved yet?
- Brings pepper/spice to the story
- Data substantiate the problem

R

Resolution

- In short, to the point
- Logical and comprehensive
- Analysis supports the solution

Breakout



SCR

- Take 5 min. To prepare your SCR example (1 work and 1 non-work related)
- Communicate your SCR example to fellow group members
- Feedback
- 15 min.

Breakout

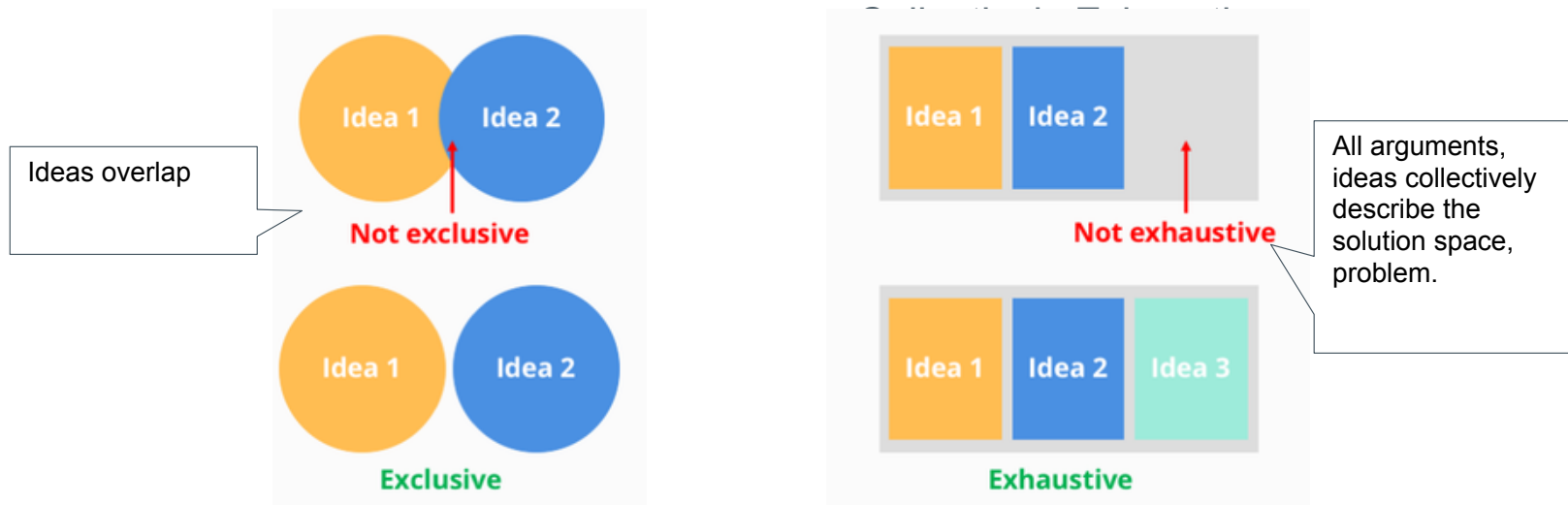


Power of Three

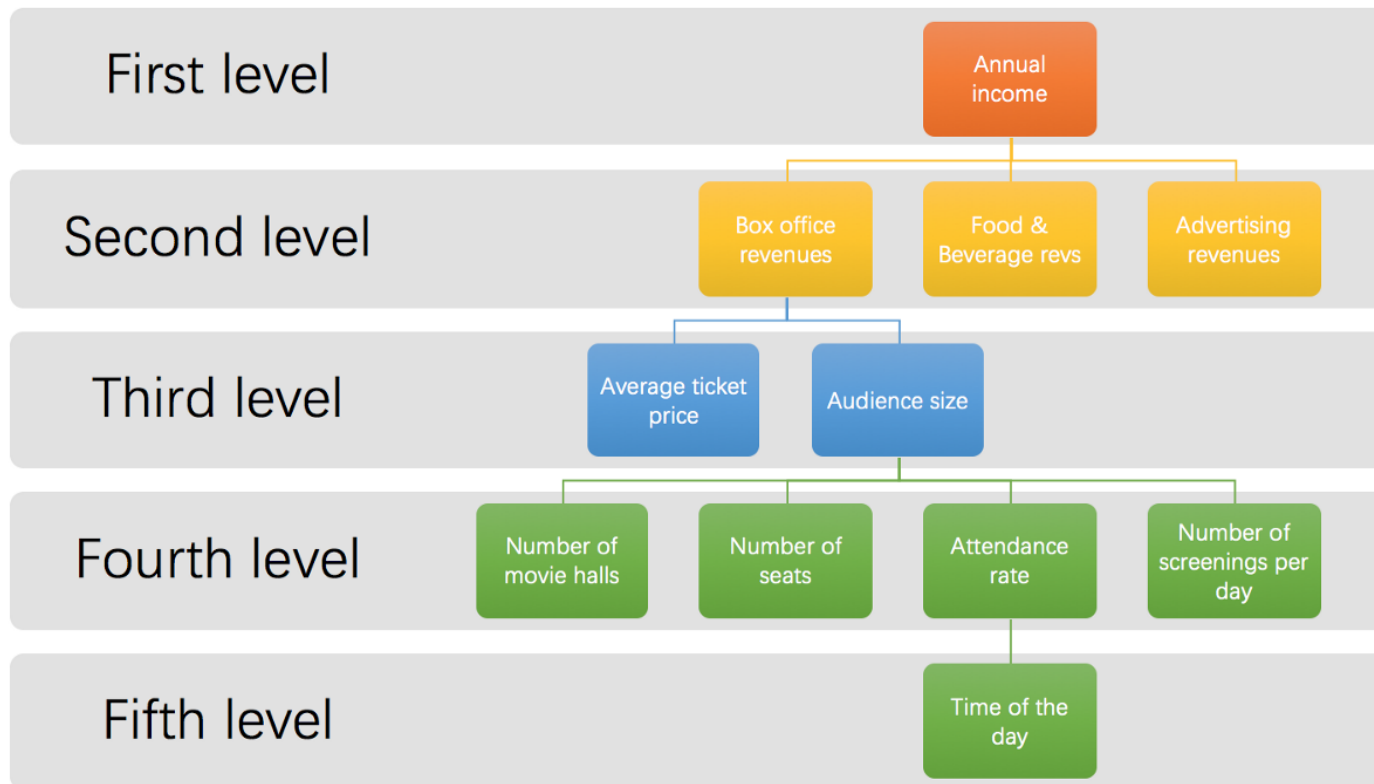
- Ask each other questions related to WBB journey and use power of 3 to answer.
 - Say out loud „First, Second, Third“ or „1,2,3“
 - Use fingers to show structure
- 10 min.

MECE

MECE



MECE Examples



https://miro.medium.com/max/1200/1*CpNJJoXT3kmOiQsU7j-tbQ.png

Breakout

MECE



- In your group come up with a MECE example
- Write example on flip chart
- MECE example with most levels wins
- 20 min.

Breakout

Concise writing



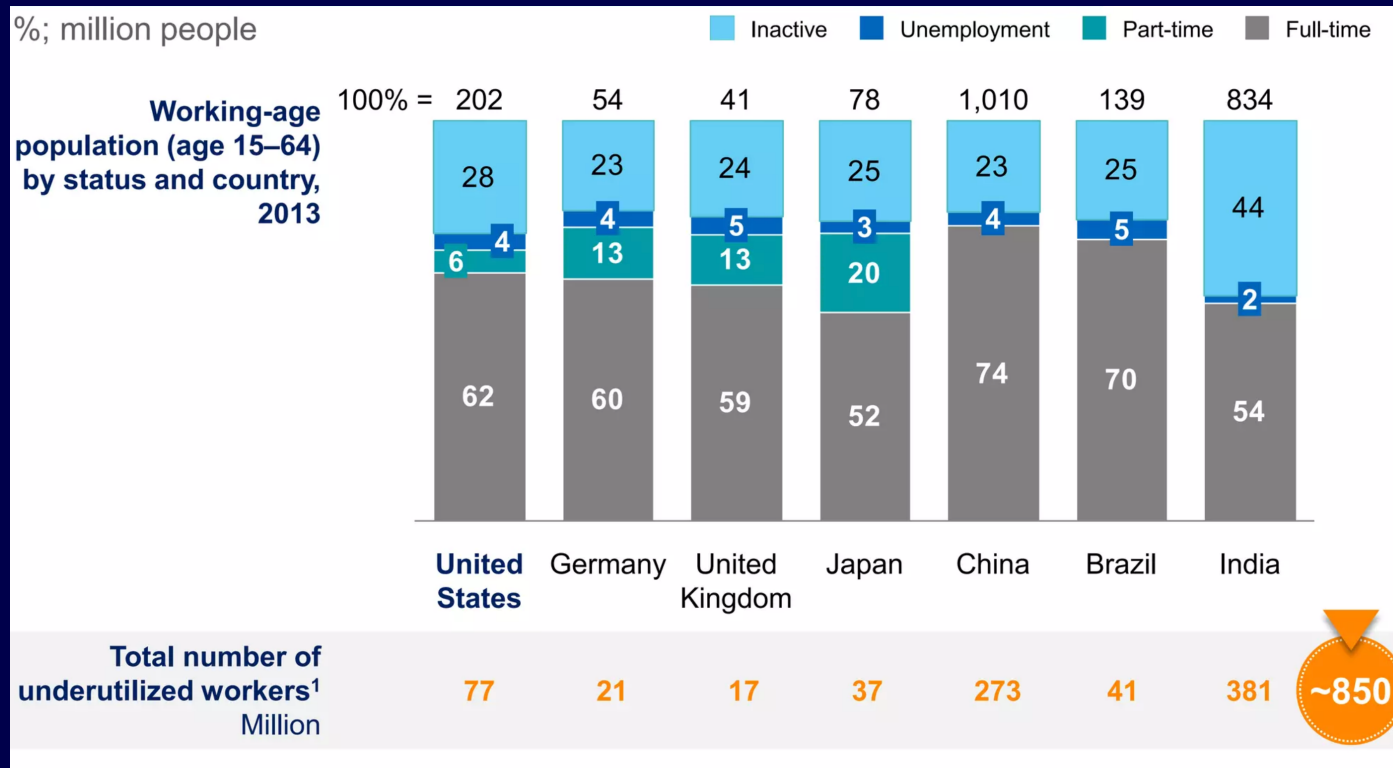
- In your group come up with shorter versions of the sentences below
- Save the solutions for sharing in the group
- 10 min.



Simple and concise sentences impress.

In spite of the fact that our budget for advertising is now higher, our sales figures have not gotten any better	
In the event of an emergency, such as a fire or earthquake, please exit the building as soon as you possibly can	
We currently have several available job openings for a variety of positions in our Sales department.	
The reason I'm having trouble with my computer is because the antivirus has not been updated at all recently.	
We consider the candidate to be a very good fit for either of the two positions	
As we discussed during our previous phone call, the shipping charges on your next order with us will be waived.	
We are now in the process of evaluating how to address the issue that exists regarding the performance of our team members.	
Our researchers carried out interviews with several people who are professionals in the health care industry	
Please change the information on your employee profile to include the most recent information	
We would like to offer congratulations to all the people who participated in and completed the training program.	
We certainly hope this decision won't have a negative impact on the reputation of our firm.	
Basically, what the training program is going to do is prepare each and every one of the participants for their certification test that they will take soon.	
Carlos speaks English fluently, and can also speak Portuguese at an intermediate level, and in addition he is capable of conversing in German.	
There is a possibility that I might get together with some of the people in my MBA program this weekend.	
The primary role of our recruiters is to search for and locate professionals with good qualifications who live in our area.	

Find the perfect action title (1/6)



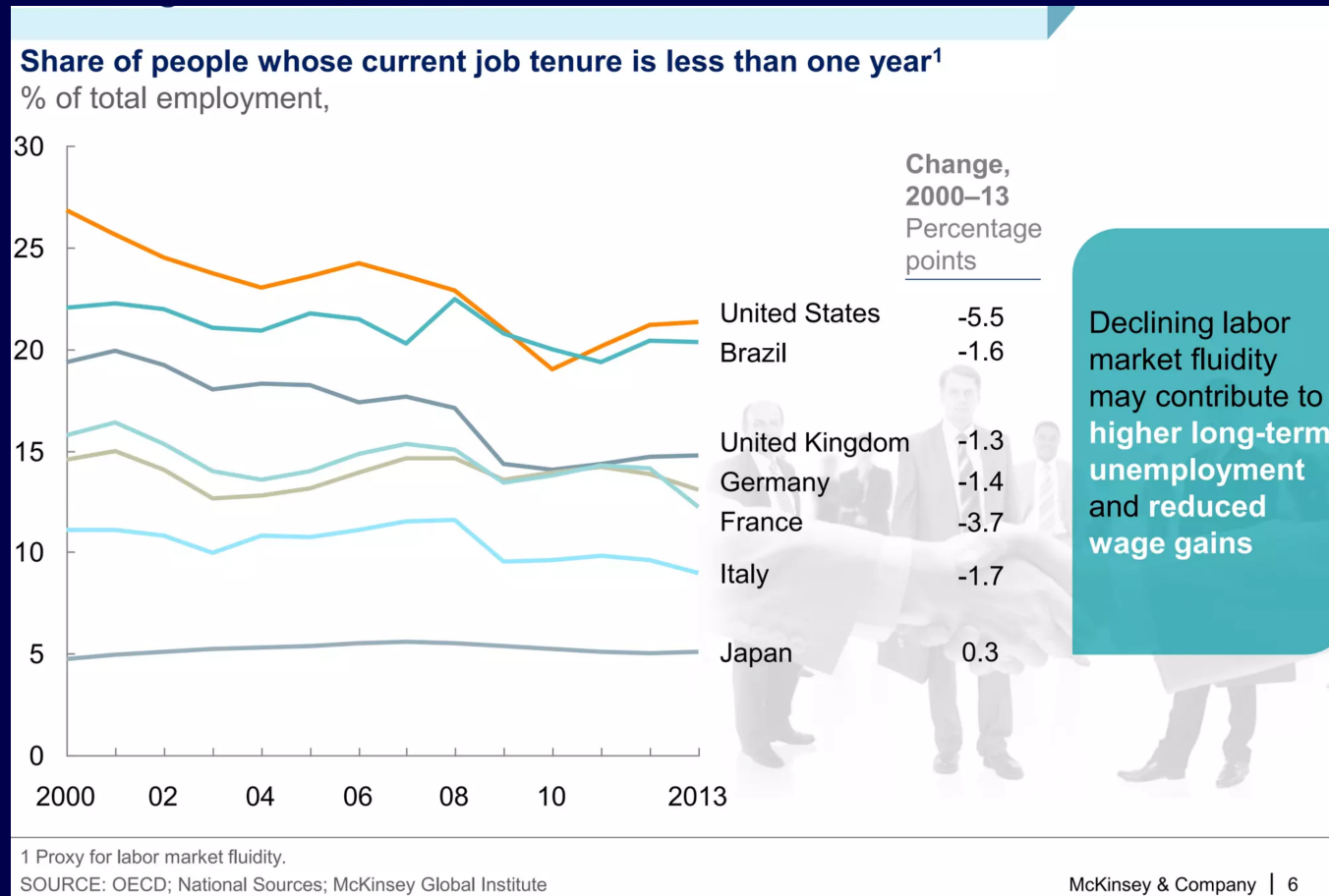
NOTE: Part-time employment data are not available for China, Brazil, and India. For Japan we use non-regular employment as a proxy. The percent of people unemployed is lower than the unemployment rate because the latter has only the labor force in the denominator

¹ Inactive, unemployed, and part-time

SOURCE: BLS; OECD; UN; World Bank; ILO; national sources; McKinsey Global Institute analysis

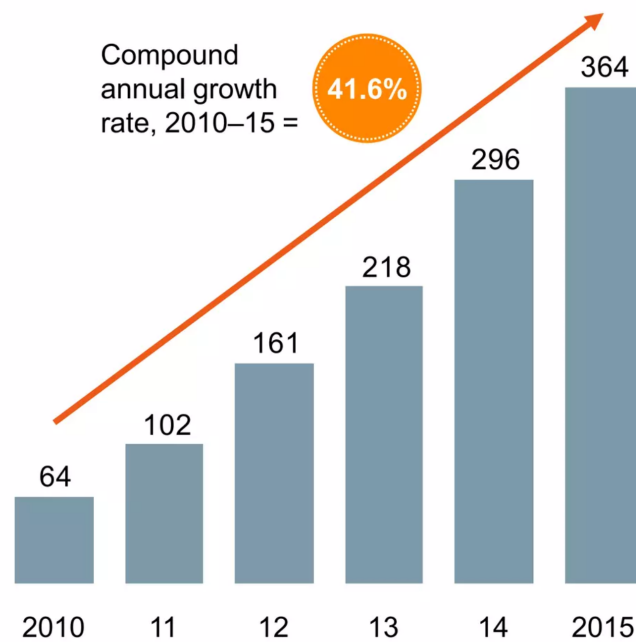
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Find the perfect action title (2/6)



Find the perfect action title (3/6)

Number of LinkedIn members by the first quarter of each year
Million members



Geographic distribution of members – top 10 countries, 2015

Country	Members, million
United States of America	115
India	31
Brazil	21
United Kingdom	18
Canada	11
France	10
China	9
Italy	8
Mexico	7
Australia	7

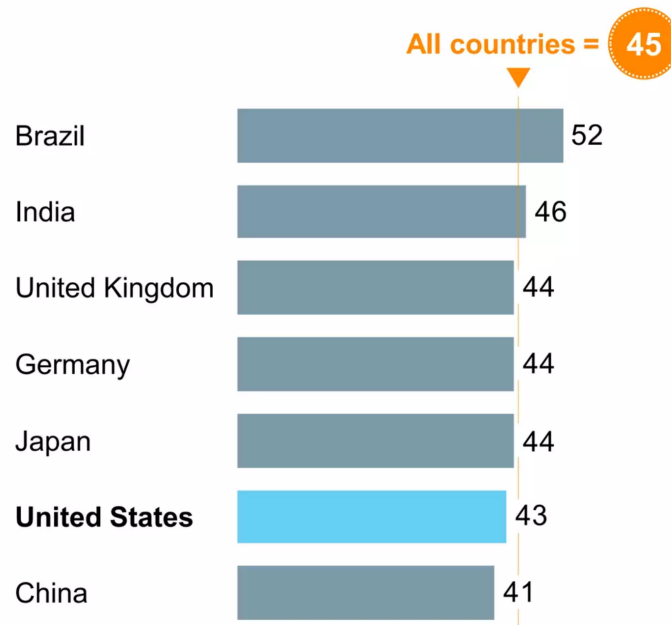
LinkedIn facilitated ~1 million hires in 2014

¹ Compound annual growth rate
SOURCE: LinkedIn 2015, McKinsey Global Institute analysis

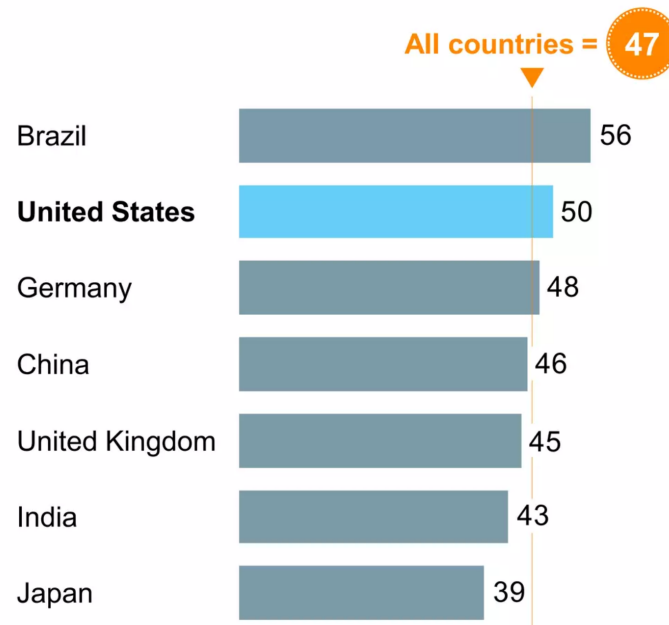
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Find the perfect action title (4/6)

Percent reduction in job search time due to use of online talent platforms
% reduction in transition time
(n = 6,924)



Respondents that say online talent platforms broaden or improve job options
% of survey respondents
(n = 5,750)



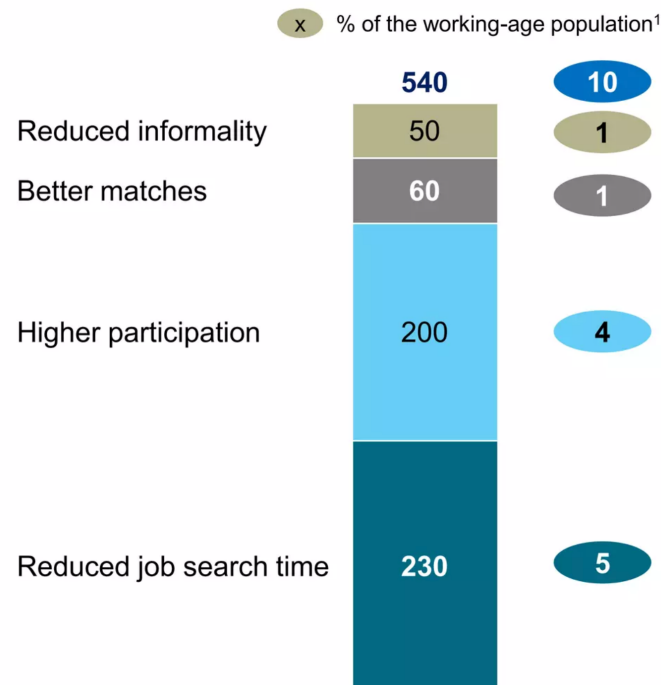
SOURCE: LinkedIn global survey, 2015; McKinsey Global Institute analysis

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Find the perfect action title (5/6)

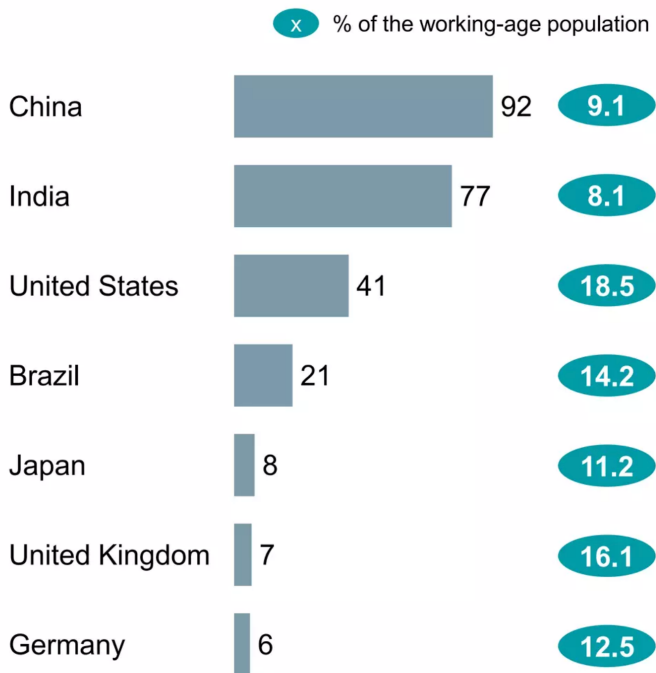
People who can benefit from online talent platforms by impact mechanism

Million people, 2025



People who can benefit from online talent platforms by country

Million people, 2025



¹ People aged 15-64. Numbers may not add up due to rounding.

SOURCE: MGI Digital Labor Model; McKinsey Global Institute analysis

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Find the perfect action title (6/6)

Example providers, 2015	
Recruiting and talent acquisition - Find better quality candidates - Discover hard-to-find, niche talent - More efficiently filter candidates - Use more data to assess candidate fit - Tailor cultivation approach to each offeree	
Managing individual and group talent - Tailor onboarding and training - Form more effective teams and groups - Find internal expertise and knowledge	
Planning for the future - Predict and optimize attrition - Plan succession paths - Anticipate and plan for future talent needs	
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Breakout



Action Titles

- In your group come up with action titles for all 6 slides
- Write them down for sharing with group
- 15 min.

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