

ARE YOU COMBATTING KILLER PHRASES?



Check if your answer is Yes

- At work, are the words “Yes, *but* . . .” a frequent excuse for inaction?
- Do you or your colleagues display a “Gee, I wish I’d never said that” expression after offering a new idea in a meeting?
- When you ask “Why?” are you answered with a version of “Because I said so”?
- Are new ideas rejected within eight seconds with the reply, “It’s not in the budget”?
- Does voicing a new idea at work recall an uncomfortable school experience—raising your hand out of turn, challenging the teacher, or asking a dumb question?
- If a new idea actually gets approved, is the next step the deadly “Now get a committee to look into it”?

TOTAL “YESES”:

- 0–1 **Good work!** You and your organization are open to new ideas. Read on to find ways you can help others be as open to ideas as you are.
- 2–3 **Hmmm . . .** Some great ideas may not be seeing the light of day. Ideas are the currency of your organization’s future, so start with chapter 4, “Killer Phrases: The Enemies of Ideas.”
- 4–6 **You’re working with naysayers!** To help them, run—do not walk—to chapter 5, “Fight Back: Your Winning Strategy.” If you’re now saying, “Yes, *but* . . .” about your score, add an extra point!