



The safe sex of Killer Phrases.

This cautious naysayer will not engage in dialogue until you state exactly where your idea has been.

a/k/a: "We don't have the authority."

"What would the [...] say?"

"Did you get approval for this?"



Defusing Strategy:

Move from detrimental delegation to empowered action with one of these strategies.

Say what? Did you catch the naysayer off guard or strike a nerve? Help the person recover and put the new idea into perspective by narrowing its focus and grounding it with concrete examples.

Answer the real questions. Who are your supporters? How qualified and powerful are they?

Know Who's Who. Before you formally present your idea, interview the people who will be affected by it. Cultivate some grass-roots support. Identify potential risks and quantify benefits.

The willingness to delegate authority is a common struggle as organizations flatten out. True leaders make others successful.