

Meet To Learn

When and With Whom Might You Use This Tool?

This is a tool for learning about the objectives, needs, and challenges of others. It is a tool for increasing your curiosity that then positions you to be more helpful to others. You can use this tool individually or with groups.

You can do a Meet to Learn with a customer to become more helpful to them, with any colleague or team to increase your understanding of their work so that you can reduce friction between groups, or with a leader to better understand their vision and objectives so that you can align your own efforts with organizational priorities.

How to Use It

Identify a person (or group) about whom you want to increase your understanding.

1. **Get really curious** and learn as much about the other's "outside triangles" as you can—their roles, key objectives, challenges, needs, headaches, aspirations, and so on.
2. **Areas where you could help.** From your learning, jot down any ideas you have for improving your helpfulness around any of this person's objectives, challenges, needs, and so on.

Further instruction: When doing this together with a group, give each person a turn to be "interviewed." It is everyone else's job to learn as much as they can about the outside triangles of the person being interviewed.

Ensure there is time for each person to take a turn to be interviewed.

Remember, you are just trying to learn as much as you can about each other. You have no other objective.

Meet To Learn

Person

Get Curious

Areas Where
I Could Help

Roles:

Objectives:

Challenges:

Needs:

Headaches:

Aspirations:

Other: