

## Business in Three Acts

Your organization is involved in something that requires speaking English. No matter what this is, *Business in Three Acts* allows you to present this activity on stage, view it, and learn from what you see in front of you. In this manner, you can reassess past activities, reorganize present ones, or prepare for the future. For this you need no experience in acting, just your own imagination.

## Target Group

This is a two-day workshop for executives, project managers, and other professionals in organizations who want to understand their working partners better and build up good, solid, and reliable relationships with them; for six to twelve participants.

## Presenting Your Own Interests

### Act One

You practice using the *Theater of Learning*: you develop a fictitious example, present it on stage, and familiarize yourself with the procedure. A new way of learning.

### Act Two

You develop what you are concerned about in your own organization into a stage production, view the interactions on stage, and learn from them.

### Act Three

You develop roleplays based on what you have learned from Acts One and Two. In the roleplays you experiment with how you deal with others, discuss the results, and then envision improvements in your ways of interacting with other persons.

## Motivator, Coach, and Catalyst



William Parks has been working together with professionals for over 20 years now, helping them to improve how they communicate. He grew up in the United States and studied Mathematics at North Texas State University. After three years in the U.S. Army, he continued at the University of Heidelberg, studying Germanistik. He has worked as a trainer and coach at numerous companies, including Daimler, BASF, and Lufthansa. His published work includes *QuickCheck Amerikanisch* in Klett-Verlag and the monthly *Transatlantic Letter* per email service. After over 30 years in Germany, he is bilingual in English and German, and works with people in both languages.

## The Theater of Learning

*Business in Three Acts* utilizes the *Theater of Learning*, an experiential learning model designed for groups of six to twelve persons. All activities are held in English, stimulating, and engaging. No acting experience is necessary. This way of working together is unusual in that you, the learners, create your own learning material — that which you present and can see. Your concerns become concrete, visible reality, right in front of you. This is a learning experience unlike any other.

## An Outline of Our Work

We meet first, discuss your concerns in working within your organization, and then develop two scenarios as examples of these concerns, one fictitious, the other life-based. With my coaching, you present these scenarios together with others in your group. Using *debriefing techniques*, we discuss experiences and observations, directly generating material for the rest of our work. We then compare ways of interacting, and develop alternatives to your present tactics in dealing with others.

You experiment with these alternatives in roleplays of your own design and commit yourself to concrete changes you want to try out in your actual work with partners. An organic process of learning and self-development.

## Benefits

As a result of our work together, you will experience:

- more self-confidence
- better communication
- stronger relationships
- higher motivation
- increased effectiveness

when interacting with partners inside and outside your organization.

## Contact Me

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