Category

Consulting

High-Stakes Executive Conversations for Trusted Advisors Playbook

Preparing specifically for the rare, acute conversations where the stakes are genuinely high

- Practitioner
- Advanced
- Template Included

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- 4 minute(s)

Overview

A framework for preparing and navigating the rare, acute high-stakes executive conversations — a crisis update, a difficult recommendation with significant consequences, a moment of genuine conflict — that differ meaningfully from routine trusted advisor interactions and warrant specific, deliberate preparation.

How is this different from the general Trusted Advisor Conversations

Playbook covering framing, reframing, and challenging? That playbook covers everyday conversation techniques applicable across routine interactions. This one is specifically for the rare, acute, genuinely high-stakes moments — where the preparation and stakes warrant a different, more deliberate level of readiness than routine conversations.

What makes a conversation genuinely "high-stakes" versus just

important? Genuine high stakes typically involve significant consequence (financial, reputational, relationship-defining) riding on how the conversation goes, combined with some degree of difficulty or conflict — not every important conversation meets this bar, and this playbook is specifically for the ones that do.

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