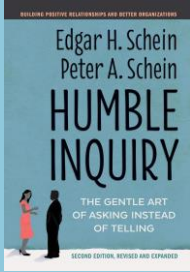


Athenian Dialogue

Humble Inquiry – The Gentle Art of Asking Instead of Telling

Second Edition, Revised and Expanded

By Edgar H. Schein and Peter A. Schein



Date: Friday, April 12, 2024

Time: 9:00 AM – 3:30 PM

Location: Albertville City Hall, 5959 Main Ave NE, Albertville, MN 55301

Facilitator: Ellen Freeman-Wakefield, MPA
University of Nebraska at Omaha

Cost: \$50 MCFOA Members or \$60 Non MCFOA members (includes lunch)

DOES NOT INCLUDE BOOK PURCHASE

Participant must purchase & read book prior to dialogue

Book is available through Amazon (about \$19.95)

We live, say Edgar and Peter Schein, in a culture of “tell”. All too often we tell others what we think they need to know or should do. But whether we are leading or following, what matters most is we get to the truth. We have to develop a commitment to sharing vital facts and identifying faulty assumptions - it can mean the difference between success and failure. This is why we need *Humble Inquiry* more than ever.

The Scheins define Humble Inquiry as “the gentle art of drawing someone out, of asking questions to which you do not know the answer, of building relationships based on curiosity and interest in the other person”. It was inspired by Edgar’s 20 years of work in high-hazard industries and the healthcare system, where honest communication can literally mean the difference between life and death.

In this new edition the authors look at how Humble Inquiry differs from other kinds of inquiry, offer examples of it in action, and show how to overcome the barriers that keep us telling when we should be asking. This edition offers a deepening and broadening of this concept, seeing it as not just a way of posing questions but an entire attitude that includes better listening, better responding to what others are trying to tell us, and better revealing of ourselves. Packed with case examples and a full chapter of exercises and simulations, this is a major contribution to how we see human conversational dynamics and relationships, presented in a compact, personal, and eminently practical way.

Athenian Leadership Dialogue

Leadership Dialogues are conversations that exceed the usual knowledge recall and application process familiar to all Municipal Clerks in training seminars. They explore leadership principles and practices, drawing on the insights contained in a book that all participants have read. Dialogues focus on helping develop critical thinking skills and increasing leadership ability. See the IIMC website, www.iimc.com, for more information on this unique program.

POINTS (with completion of mandatory assessment):
3 CMC Education Points; or
3 MMC Advanced Education Points

Additional Information

Please make check payable to MCFOA and return registration form on next page to:

MCFOA
c/o City of Otsego, Audra Etzel
13400 90th Street NE
Otsego, MN 55330

For additional information contact Audra Etzel, AEtzel@ci.otsego.mn.us, or by phone at 612-258-2906

REGISTRATION FORM
ATHENIAN DIALOGUE – FRIDAY, APRIL 12, 2024
HUMBLE INQUIRY – The Gentle Art of Asking Instead of Telling (2nd Edition, Revised & Expanded)
ALBERTVILLE, MINNESOTA

This is a first come, first served event and is limited to 30 participants.

Name _____

Position/Title _____

Municipality _____

Address _____

City _____ State _____ Zip _____

Work Phone _____ FAX _____

Work E-Mail _____

Is this your first Athenian Dialogue? ____ Yes ____ No
If no, how many Athenian Dialogues have you attended? ____
Are you a Paul Craig Athenian Fellow? ____ Yes ____ No

_____ Enclosed is my \$50 (MCFOA Member) check payable to: **MCFOA**

_____ Enclosed is my \$60 (non-member) check payable to: **MCFOA**

Please advise if you are in need of special accommodations or meal considerations.

Please make check payable to MCFOA and mail with registration to:

MCFOA
c/o City of Otsego, Audra Etzel
13400 90th Street NE
Otsego, MN 55330

Registration deadline: Wednesday, April 3, 2024 or until full.