



P&K
research

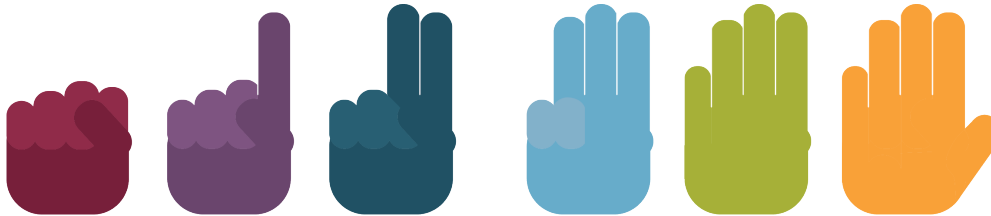
Client Services
Team Development

This is the sixth coaching pulse to help you apply the learning content from our sessions.

Apply the Fist to Five in your Next Meeting

TEAM DECISION-MAKING MODEL: **FIST TO FIVE**

The Fist to Five is a technique for quickly getting feedback or gauging consensus during a meeting. The leader makes a statement, then asks everyone to show their level of agreement with the statement by holding up a number of fingers, from 5 for wild enthusiasm down to a clenched fist for vehement opposition.



LACK OF CONSENSUS

No way!
I'll block this.

I see MAJOR
issues we need
to resolve.

I see MINOR
issues we need
to resolve now.

CONSENSUS

I see minor
issues we can
resolve later.

I am fine with
this as it is.

I love this!
I will champion it!

The Fist to Five is a powerful feedback tool that gives you an instant reading on commitment to a decision you need to make. Use it to check in on:

1. Commitment levels to decisions you are making
2. Willingness levels to move in a given direction
3. Preferences

Group Discussion

Has anyone used this toll, and how can it be used in the future?

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