

# GETTING CONSENSUS: MOVING FORWARD WITHOUT 100% AGREEMENT

**QUESTIONS TO ASK YOUR TEAM**  
FOLLOW UP FROM YOUR WEBINAR



Kraft Technology  
Group LLC



**MARC A. WOLFE**  
Enterprises, LLC.



## **BEING A LEADER IS TOUGH.**

Not only do you have to make great decisions, but you need to rally your team behind your decisions. And when your team can't agree, it can cost your organization an opportunity and may even impact your leadership.

But imagine having engaging conversations which result in support of your leadership, even if everyone doesn't agree on the decision.

### **It is possible.**

The questions in the document can start these conversations. If you need more questions or strategies, let us help. Simply connect with us and strike up a conversation.

# QUESTIONS TO GAIN CONSENSUS

When trying to gain consensus around a decision, you may need to ask tough questions about your team, your organization and yourself.

These questions can help you gain the consensus you need.

## Questions About The Ideas:

- Are there any ideas that I have overlooked?
- Are there ideas that I dismissed that I should review again?
- Is there a different way I can look at an idea or the decision to be made?

It would seem like inviting more ideas could create even more questions. But if the goal is clear, including them may help you to see dimensions or ideas that may have been initially missed, overlooked, or ignored.

## Questions About Others You Need To Include:

Getting consensus requires having the right people in the process and getting the right feedback. Looking at your decision from their point of view can help you better present the idea. Including the right people can also help you gain consensus.

- Do you have the right people in the room?
- Are you including decision makers in the process?
- Are there people who challenged you when you have previously proposed initiatives?
- Who on your team isn't being heard?
- Are there people who haven't been included in the conversation but should have been / should be NOW?
- Do you have dissenters?
- How can you collaborate with those who disagree?

Gaining consensus is also about **alignment**. Your decision needs to be aligned with the organization - and to who you are as a leader.

## Questions About Your Organization:

Good decisions must support the company mission. Does your team fully understand the company mission? Is it clear that your decision supports the company's goals and mission?

- Who are we?
- What do we do?
- Whom do we serve?

## Questions About Yourself:

Being a strong leader means being able to make decisions which move your company ahead, support your organization's goal and instill confidence from the team you lead.

- Am I respected?
- Have I included the right external expertise in this pivotal conversation?
- Have I bridged the gap between the leader's words and the organization's mission



### DON BAHAM

Kraft Technology Group

E - [dbaham@kraftgrp.com](mailto:dbaham@kraftgrp.com)

Using the latest cyber security technology, I develop strategies and systems to protect my clients data and teams from cyber threats.



### MARC A. WOLFE

Marc A. Wolfe Enterprises

E - [marcw@marcawolfe.com](mailto:marcw@marcawolfe.com)

I turn **conversations into outcomes**. When businesses need to reach a new level or move past challenges

To schedule a free :30 minute consultation with Don or Marc to answer any specific questions about your organization, click the link below or connect via LinkedIn.

[Schedule a  
Consultation with Don](#)

[Schedule a  
Consultation with Marc](#)