



Yes, And technique script

Plan a Party with Yes, And

- In a moment, I'm going to have you work in small teams to plan a party.
- You can have any kind of party you want.
 - Any occasion
 - Any theme
 - Any food, drinks
 - Any music
 - You can have costumes
 - In short, you can do anything you want with this party
- But there's one and only one rule in the party planning PROCESS.
- That rule is – the only way you can respond to any idea or suggestion is to say "YES, AND" and then add to the idea.
- You have 3 minutes to plan your party.
- No need to take notes; just talk.
Put them in groups of 2 or 3.
- You have 3 minutes from now to plan a party by saying Yes And to every idea.

Now Yes, But

- I need your attention, please.
- You can stay with your team for a moment.
- I'm going to ask you to plan a new party – meaning, start with an entirely new idea.
- But this time, the rule has changed.
- This time, you must make sure you raise concerns or obstacles by saying "Yes, But".
- For example, you might say "Yes, but that sounds really expensive. We can't afford it." Or any other concern or obstacle you see with the idea.
- You have 3 minutes to plan a different party by saying "Yes, but".

Debrief

- Let's talk about those 2 processes.
- Start with the first one, Yes, And.
- Talk about how did it work and how did it feel?

Points to make sure get covered:

- Flows
 - Easy
 - Fun
 - Happy to participate
 - Collaborative
 - Fast (got to a fairly planned party very quickly)
 - Build on ideas
 - If someone brings up a problem with this process, acknowledge it. The one most frequently raised is the lack of real world controls. Acknowledge this is true. (If you're going to follow with GPS, mention that the process they're about to learn manages this.)
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- Now, talk about the second one, Yes, But.
 - Talk about how did it work and how did it feel?

Points to make sure get covered:

- Less fun
- Less productive (slower; probably didn't get to a plan)
- Burn out
- Feels argumentative instead of collaborative
- Result is a boring party

- In our session, we need to adopt a Yes, And mindset.
- It's the only way to get to interesting ideas.
- If not, our natural tendency to Yes, But will leave us with only boring, not new, ideas
- Don't worry that some of the ideas will be out of bounds.
- Our job in the second phase will be to work on the interesting ideas to modify them and make them practical.
- We need to get wild ideas into the room to get newness and creativity.