

# Neil Denny

**Director at AILD Learning and Development**

Bath, , GB

Get Artisan in all you do. Stop just doing a shift. MAKE the shift instead.

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## Biography

Neil Denny is an international speaker, author and recovering lawyer. He is known for his highly engaging keynotes and workshops exploring issues of conflict, communication and how they get in the way of business and personal progress. In the words of one booker "He was so good we had to turn the lights off to get people to leave!" His 2009 book, Collaborative Riffs, Creating Meaning Out of Conflict, proved to be his way into the North American market where he now regularly addresses professional conferences and organisational events and retreats. His latest product, Get Artisan was originally commissioned for the the 4th European Collaborative Conference in June 2012, where it stole the show. It provided an aspirational language and framework for the whole weekend event and the rallying cry, to Get Artisan in our work has since developed into a motivational tour de force, inspiring audiences across the UK,, North America and Europe. The model encourages professionals to look to the Artisan craftsperson and explore how the Artisan Code of connection, complexity and autonomy can transform their own work and business. Neil lives in Bath, England with his wife and two young children.

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## Availability

Keynote, Panelist, Workshop, Author Appearance

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## Industry Expertise

Legal Services, Education/Learning, Management Consulting, Training and Development, Professional Training and Coaching, Alternative Dispute Resolution

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## Areas of Expertise

Conflict Communications, Collaboration - Sharing Experiences From His Collaborative Law Career, Neil Looks At Collaboration in the Public and Private Sector. What Will It Take to Get Teams Within an Organisation, To Collaborate? What Skills A, Artisan, Artisanal Excellence

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## Affiliations

IACP, DoLectures, Professional Speakers Association UK

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## Sample Talks

### **Conversational Riffs; Creating Meaning Out Of Conflict Through Dialogue**

Conversational Riffs breaks down conflict dialogues into distinct parts, called Riffs. We tend to use only three riffs, namely the attack, defence and counter-attack. We need to broaden our repertoire. This talk suggests we practice better riffs, such as invitation, encouragement, acknowledgement, agreement, agreeing differences and solutions. This talk is a serious look at how we need to take responsibility for how we ourselves contribute to conflict - and how we can influence better conflict outcomes by choosing different responses. It is peppered with humour and "Safe" low level conflicts that delegates can easily relate to in their own lives. For an example see <http://www.dolectures.com/lectures/how-to-enable-conflict>

### **Get Artisan**

Get Artisan? is a rallying cry to professional service providers to stop simply doing a shift and to make the shift instead and to grow your business. Get Artisan? is a skills based model for business and personal growth drawing upon the three artisan traits of ?Connection ?Complexity; and ?Autonomy Discover how you and your business can be transformed through a renewing of your approach to the work that matters to you and the clients you serve.

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### **Education**

**Bath Spa University**

BA (Hons) 2: Literature and History

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