



社會創業論壇  
Hong Kong Social Entrepreneurship Forum

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# Social Entrepreneurs Newsletter

edited by KK Tse

## Dialogue in the Dark Workshops –

**Sight** is what you see with your eyes

**Insight** is what you gain without seeing

Here are some questions for you to ponder:

- How innovative and imaginative are you as a leader?
- How could you explore and realize your leadership potential?
- Which are your key leadership strengths?
- Where are your leadership blind spots?
- How do you leverage your leadership strengths in crisis and unfamiliar situations?
- Do you have a higher *or* lower level of self-confidence in crisis and unfamiliar situations?
- How effective are you as a leader when you face the unknown?
- How well do you communicate your goals and expectations to your team?
- How good are your listening skills?
- Are you able to listen to the unheard?
- What does it take to reach the next level of leadership effectiveness?

These are some of the questions participants of the Dialogue in the Dark Workshops will reflect upon. The Workshop is of 3-hour duration, two of which are conducted in complete darkness. The third hour is for facilitated reflection and consolidation of insights. The maximum number of participants per workshop is 24.

### **The Power of the Medium of Darkness**

During the two hours of complete darkness, participants will be grouped into teams of 8 and be given a number of tasks to perform. Every participant will have the opportunity to serve as a leader and be an observer of other leaders in action.

The tasks are straightforward but challenging to accomplish because of the unusual environment. The first challenges for everyone are simply these:

- Will I be more self-confident in an unfamiliar environment?
- Will I have greater determination to succeed in such an environment?
- Will I be able to lead the team to create outstanding results?
- Do I have any excuses for unsatisfactory performance?
- What can I learn from other leaders?

As the workshop unfolds, more challenges will surface, testing and stimulating the participant to be ever-more innovative and imaginative. In the process, participants will have to move out of their comfort zones and begin to tap into the latent potential of their leadership, team building, management, communication and crisis handling skills. All in a very relaxed, exciting and enjoyable environment.

The last hour of the workshop is for reflection and consolidating of learning. Participants will share their experience, observations, surprises, frustrations, learning, and above all, **INSIGHTS**.

They will begin to appreciate the deeper meaning of:

**Sight is what you see with your eyes;  
Insight is what you gain without seeing.**

Each participant will be invited to consolidate their key learning into a short statement (no more than 10 words, in English or Chinese) and share it with fellow participants.

There will be a **Best Insight Award** to be presented to a participant at each of the workshops. The workshop recognizes the importance of generating for each participant:

**Multiple Takeaways, and One Focused Action.**

Participants will be encouraged to take away as many insights as possible, but they must commit to act on one of the most critical, high-leverage learning.

**Andreas Heinecke, Founder of Dialogue in the Dark**

Andreas will be in HK between January 6 and 16 to personally conduct these workshops. His co-facilitator will be K K Tse. They will be assisted by a Master Blind Trainer from Germany and a number of Blind Trainers from HK.

Andreas has received numerous honours for his pioneering work, including:

- 1998 'Stevie Wonder Vision Award' in New York, USA
- 2004 'Best Practice in Universal Design' in Tokyo, Japan
- 2005 The first 'Ashoka Fellow' in Western Europe
- 2007 'Outstanding Global Social Entrepreneur' by Schwab Foundation

### **Join us in one of the workshops in January 2009**

You are invited to come and experience yourself this unique experience. The workshops are co-organized by Hong Kong Social Entrepreneurship Forum and Hong Kong Council of Social Service. Workshop objectives:

- a) To enable the participants to explore new frontiers of leadership potential
- b) To challenge the participants to become innovative and imaginative in crisis and unfamiliar situations
- c) To facilitate the participants to reflect on their leadership and communication styles
- d) To enable the participants to appreciate the talents and skills of people of apparent disability

The following sessions are available for readers of this Newsletter:

Monday Jan 12, 2009 2.00pm – 5.00pm (English)

Tuesday Jan 13, 2009 6.30pm – 9.30pm (Chinese)

Wednesday Jan 14, 2009 9.00am – noon (English)

**Cost: HK950**

*Enrollment and enquiries:*

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Hong Kong Institute of Marketing  
Social Ventures Hong Kong

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