

## *Even a children's story can make your point*

The children's classic, Harold and the Purple Crayon, saved my life during a beta test of my organizational development program at National Semiconductor in Silicon Valley. This beta test was conducted at an executive level with the Vice President of Worldwide Manufacturing and his five direct reports.

This daylong program bombed in the morning because I presented too much information. It was a true test of my courage to stand still and not run screaming from the building. I knew I was letting down the Vice President, my contact and mentor. I was completely mortified to find out what the afternoon would hold.

I had brought the book Harold and the Purple Crayon along to demonstrate the power of story. And he did more than that. He saved the afternoon and the day. I read the book out loud while showing the pictures in hopes that it would relax the group and get them to work together. After I was finished, I dared to look up only to find real emotion in everyone's eyes for the first time that horrifying day. Not minutes after the reading, I gave them a teambuilding exercise and to my complete amazement, they stopped arguing and worked together for the rest of the day.