

Give It One More Chance

Working Through Gridlock

Week 5

Set-Up the Process as per your now usual.

Speaker:

Talk about your feelings, dreams and beliefs about your position.

What does the position mean to you?

What dream might be behind your position?

Tell the story of the source of your dream. (longing, desire, deficit)

What do you want and why is this important to you?

Listener:

Listen to understand.

Mirror.

Validate (That makes sense to me because ...)

Ask open-ended questions to understand more and deeper.

Suspend judgment.

Switch Positions of Speaker/Listener