



Practice strategies for The Elephant in the Room:

Recap:

There are some critical things to keep in mind about being Accurate, Certain and Right:

- Just because I'm certain, it doesn't mean I'm right.
- Just because I'm right, it doesn't mean I'm being effective.
- To be effective, I may have to give up my version of right for the conversation to move ahead.
- I may have to realize that although our views are different, we can both be right.
- We can't be certain what someone else is experiencing based upon the behavior we can see.

It takes some getting used to realizing that when we're certain of something, someone else might see it so differently. So we may not be right, even though it sure feels right.

Here are some practice strategies to help you adjust your thinking:



#1: The next time you're with someone and you're both looking at the same thing, ask her what she sees, what she's noticing, what impression she's getting. Now tell her what you're seeing and noticing, your impressions. It's likely there's a difference.

Keep this in mind the next time you disagree with someone. Likely you both think you're seeing the same thing or thinking about something in the same way. Instead of defending your view, remember the Elephant, pause and ask the other person to tell you their view.

#2: The funny thing about relationships is that we don't usually keep in mind how much is going on. There are two sides to every relationship.

So obvious, isn't it! But most of the time, don't we focus on what we think, how we feel, what we want to say?

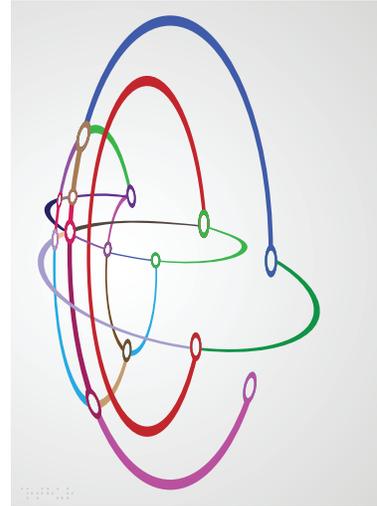
Next time you talk with someone, step outside of yourself and consider the relationship from her point of view. Who are you to her? What is she thinking about? How does she consider you? Why is she engaging in this conversation — did you start it or did she? Is she aware of how she's coming across to you? What's her purpose with you right now?

Now you can realize how much goes on in a simple interaction — A lot going on for her and a lot that's going on for you.

Good reason for us to be as coherent as we can in our relationships...

Looking Ahead:

Now we can understand how each person sees things a little differently and what that means when we talk together. Next we're going to see how these different perceptions impact trust. We'll consider the fundamental factors in trust and discuss which ones are in your control and which ones are not. Stay tuned...



Remember if you want to talk with us about How To Who, just send me an email at support@HowToWho.com and tell me what you want to discuss. I'll send you the access information so you can join us. We talk on the 4th Wednesday of each month at 3:00 PM Eastern Time.