



Practice strategies for Intent - Effect

The next time you're talking with someone, give some thought to what you think might be their positive intent. Are they: offering you an idea; trying to learn from you; disagreeing with you; accepting what you say; defending themselves, etc. What's their intent? If all you can think of is a negative intent, pause for a moment and realize that most negative intent is simply a way for someone to keep themselves safe. What are they defending?

It's pretty cool when you start to tune into the positive intent behind people's words. The more you do it, the easier it becomes. Sussing out positive intent is a giant step towards effective relationships.

Likewise, think about your intent. Were you offering an idea; trying to learn something, trying to sway someone to your way, defending yourself, etc? What is really behind what you're saying or doing? The savvy communicator knows to explain what's behind their words or actions; they make it easy for the other person to understand their positive intent.

Looking Ahead

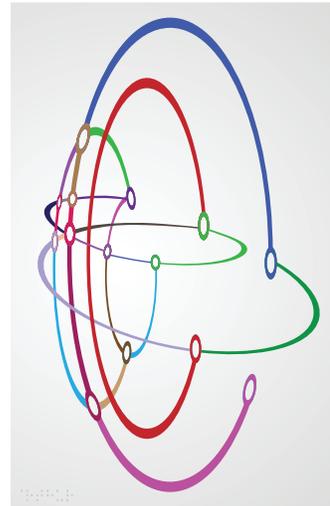
So far, you've learned the some key elements in effective communications:

The Big Picture: Field & Energy

Discount - Revenge

Intent - Effect

Keeping the other person's point of view in mind



Now that you have this foundation, it's time to move on to some cool mechanics of building relationships — listening, questioning, connecting, dealing with difficult people, etc. So before we move on, I recommend you take some time to genuinely absorb the four key elements we've covered. They are the very foundation of effective communications. Use the practice strategies at the end of each section.

And, try this: Reflect back on the conversations you had today — what was going on? Could it have played out differently? How? Why? Did you detect any discount? Revenge? What was the field like? How do you guess the other person was experiencing your conversation? What might you have said or done differently? Neat stuff to think about.

These reflections will help you get the upcoming tools to fall right into place.

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.