



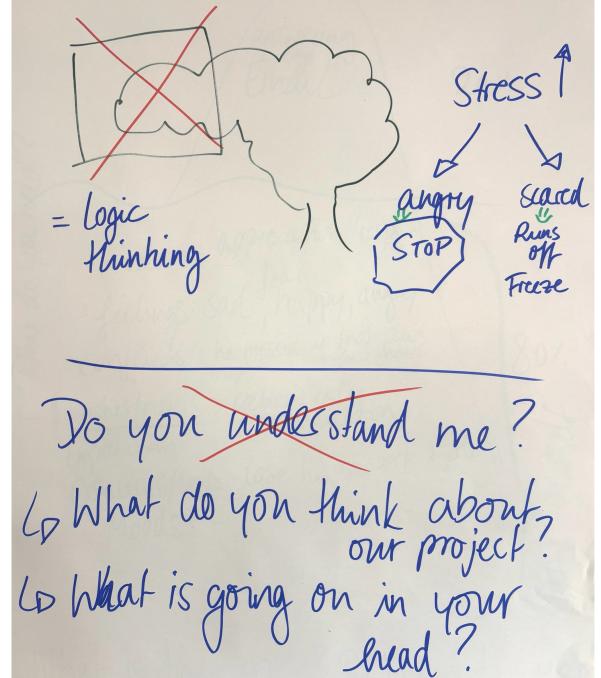
CONTACT

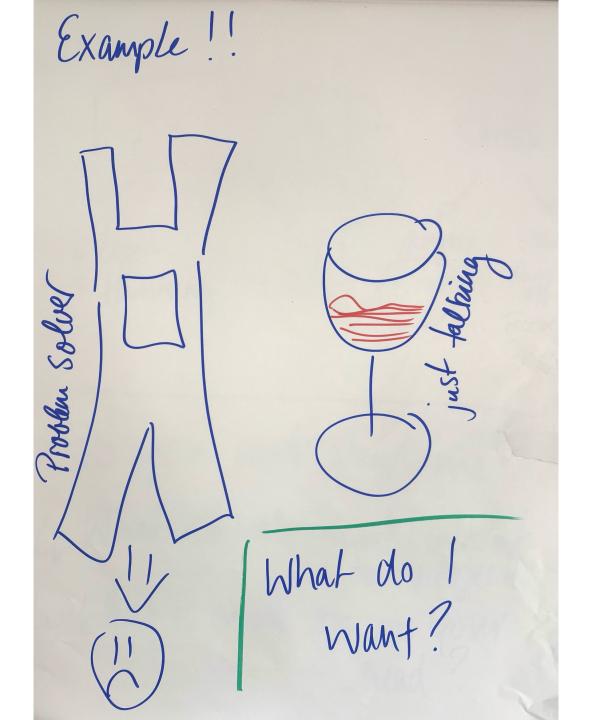
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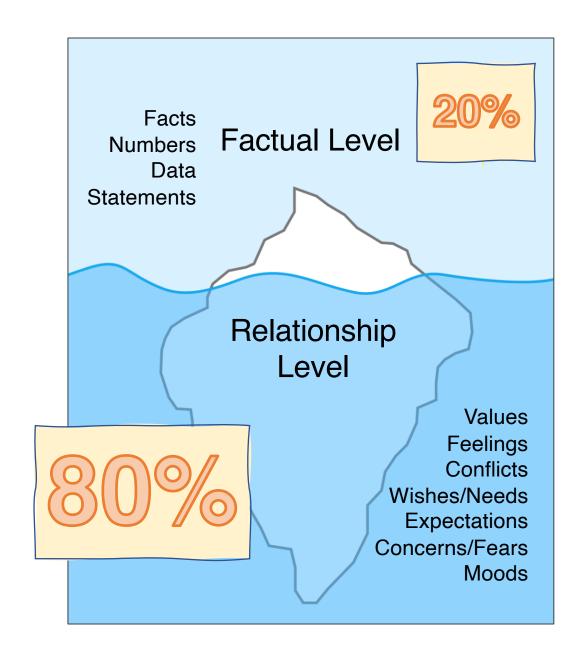
FACTUAL - NON-VERBAL - PARAVERBAL

8%

55% 37%







Iceberg Model

For effective collaboration, both levels are important!

answering Email 20%. What do you rece ratues: appreciation / respect

feelings: Sad fear

fear

fear

fear

fear

fear

happy, angry

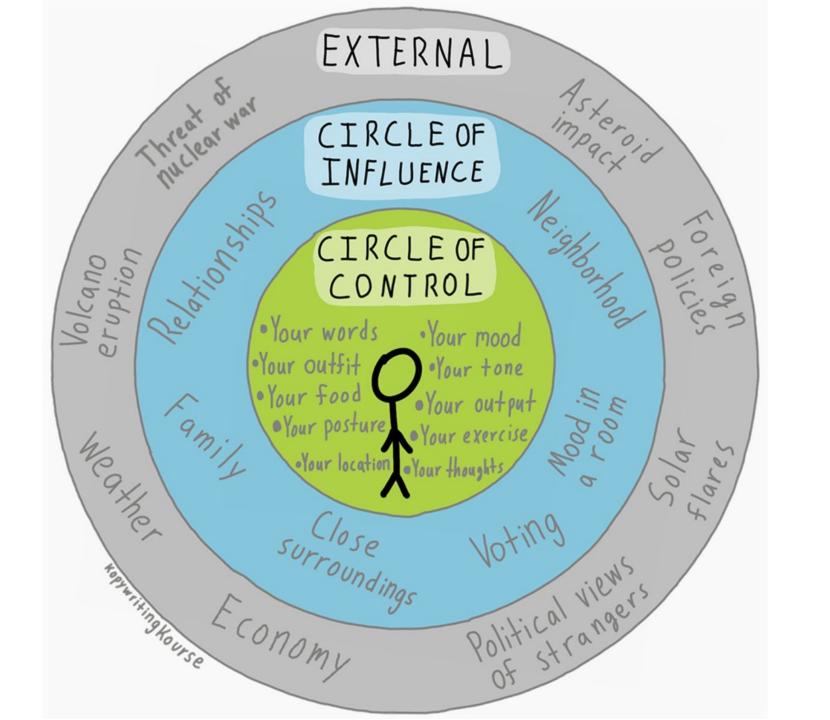
conflicts: he messed up Inot paid

mishes / needs: better + early.

communication

Expertations:

con 10(105/1800): lose his support + 80% yourself Concerns/feats: lose his support + job Moods: What is the price? Do I want to change something?



CHANGE OF PERSPECTIVE

- the other side -

- Change of perspective makes it easier to approach each other and to resolve conflicts.

- Our ability to empathize is reduced during a conflict, and we tend to see the other person as our enemy.

- The ability to put yourself in someone else's shoes can be trained.

CHANGE OF PERSPECTIVE

Think about your last conflict with another person

MY Perspective:

What was I feeling? What were my wishes & needs? What were my concerns & fears?

THE OTHERS Perspective:

What was the other person feeling? What were their wishes & needs? What were their concerns & fears?

The OBJECTIVE Camera:

Imagine there was a camera which recorded everything that happend (remember: a camera has no feelings and is not judging!). Write this down.

First steps towards a solution:

How would you act if you were the other person? If you had to give someone advice who is in the same situation/conflict, what would you tell them?