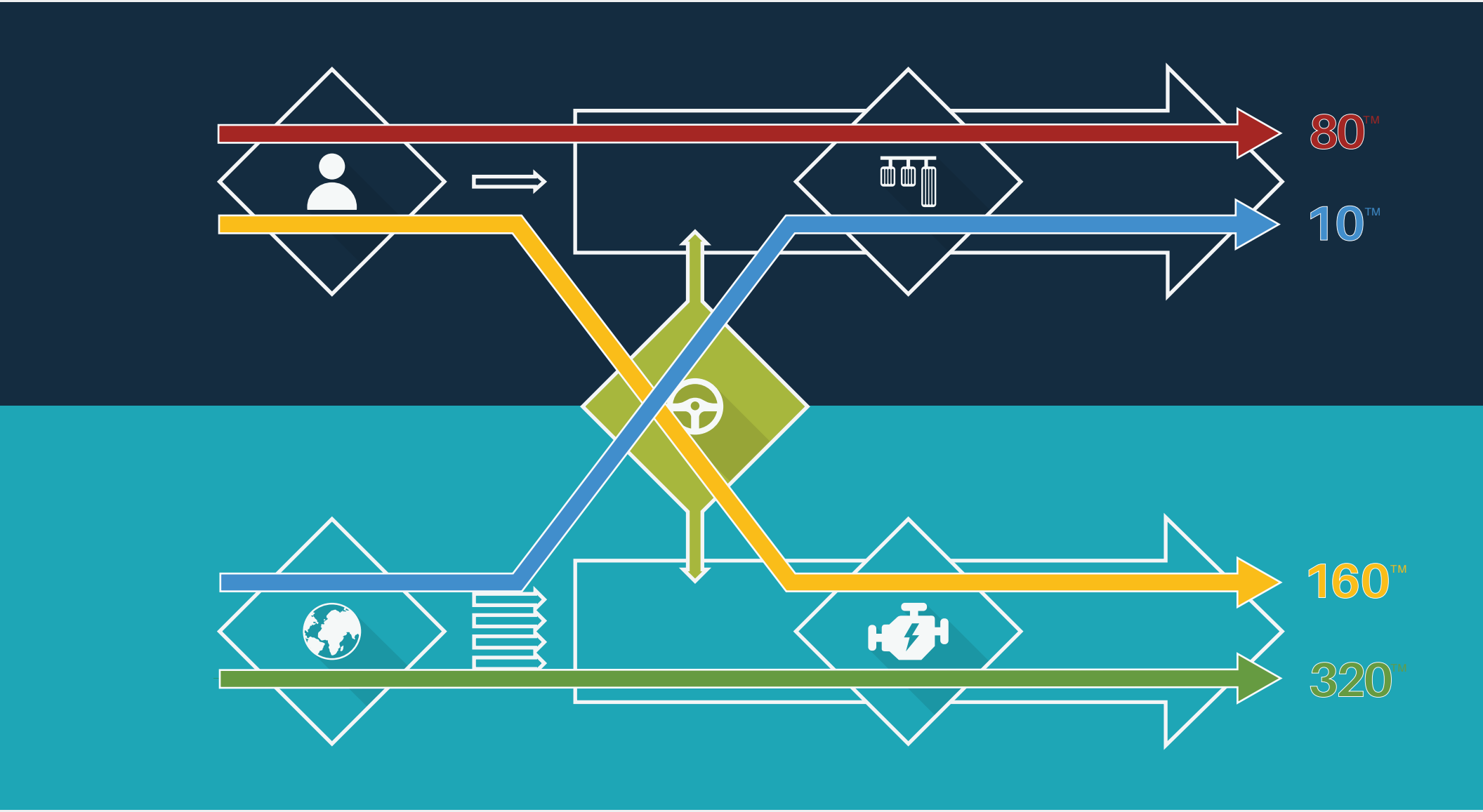
DRIVER AND CAR™ | **ANALOGY**



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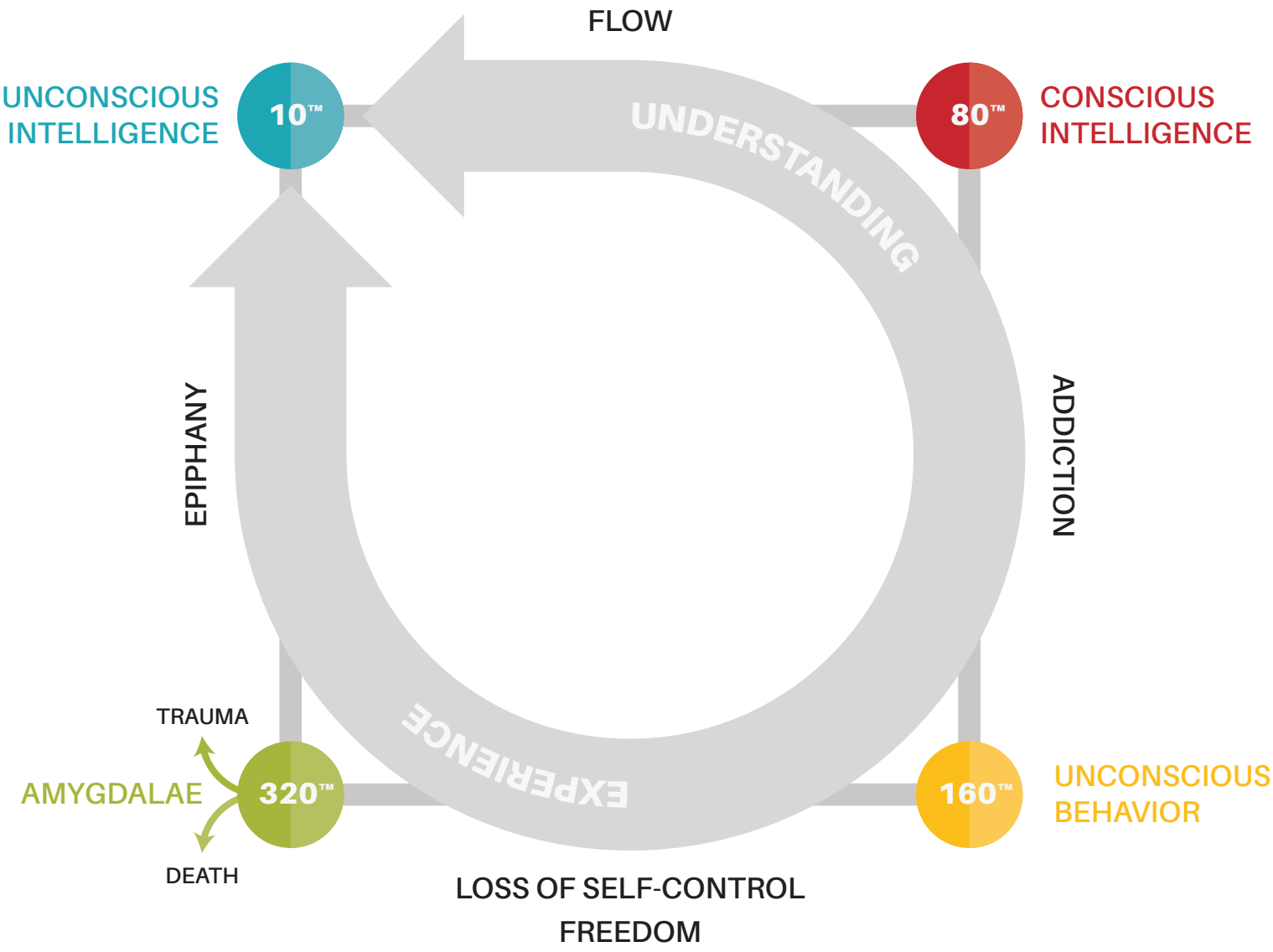
RESILIENCY | **FLOW**



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COLLABORATIVE | **COMMUNICATIONS**

To grow and help others grow, effective communication is critical.
What we say, **why** we say it and **how** we say it is essential to effective communication.

Healthy communication follows these three guidelines:

* Make statements on yourself. (Sharing)
* Ask questions of others. (Learning)
* Answer others' questions of you. (Sharing)

Unhealthy communication is the opposite:

* Make statements on others. (Accuse)
* Don't ask questions of others. (Pride)
* Don't answer the questions of others. (Isolate)

Every conversation begins with someone talking first.
We call this the "cause" of the conversation.

There are four types of causes you can give another and we have ordered them according to the amount of increasing control being exerted upon the other person:

Good: Open ended question or statement of fact.
"How was your day?" and "My team lost."

Not Bad: Close ended question or statement of your opinion.
"Did you have a good day?" and "My team should have won."

Bad: Projection (telling someone what they think or feel) or judgment.
"You didn't have a good day." and "You're stupid for not liking my team."

Worst: Negate another.
"What is your favorite color?" (They answer "blue".)
You state: "No it's not, it's pink!"

The Good and Not Bad causes give up control.
The Bad and Worst causes take control and qualify as abuse.

80™ Human Thought Process: Guidelines, Good and Not Bad
160™ Animal Thought Process: Opposite, Good and Not Bad
320™ Destructive Thought Process: Bad and Worst

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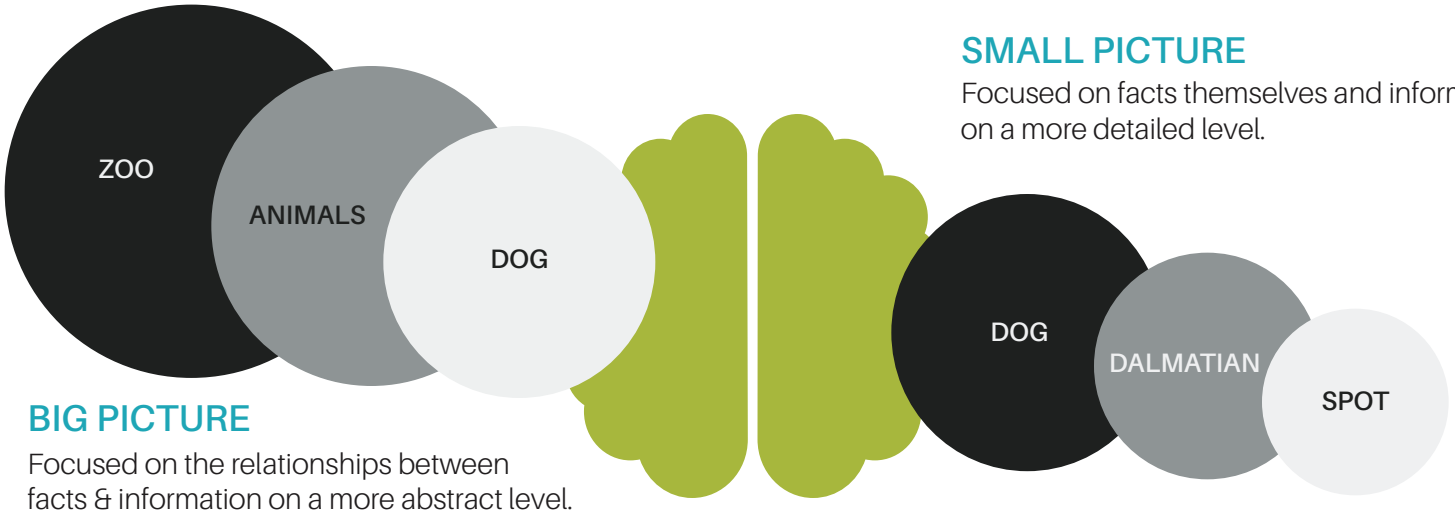
PICTURE | **PERSPECTIVE**

Which half of the brain does the Mind enter?



SMALL PICTURE

Focused on facts themselves and information on a more detailed level.

BIG PICTURE

Focused on the relationships between facts & information on a more abstract level.

INTERACTING WITH THE OPPOSITE PICTURE PERSPECTIVE

SMALL TO BIG:
After a Big Picture person is finished sharing, talk in detail about one specific part.

BIG TO SMALL:
Listen to the Small Picture person while seeing how what they are sharing is connected to the Big Picture.

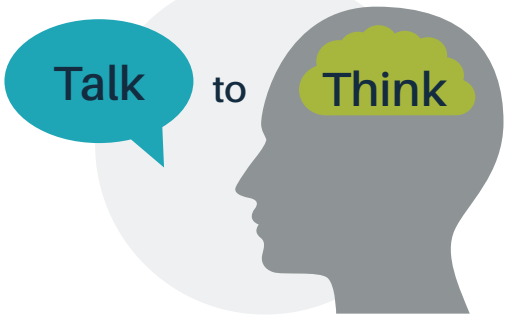
PROCESSING | **PERSPECTIVE**

How does the Mind reach a conclusion?

INTERNAL

Conclusions are the end of the discussion.

EXTERNAL



Conclusions are the beginning of the discussion.

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ASSIGNMENT ONE | **DETERMINE THE UNIQUENESS OF OTHERS**

FILL IN YOUR BEST ESTIMATE FOR THE UNIQUENESS OF THE PEOPLE CLOSEST TO YOU

NAME	INTANGIBLE DRIVER®	PICTURE PERSPECTIVE	PROCESSING PERSPECTIVE

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