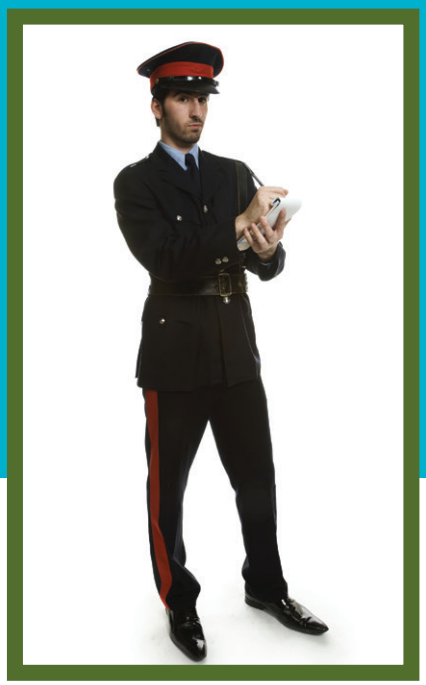
Discover your Moment of Truth



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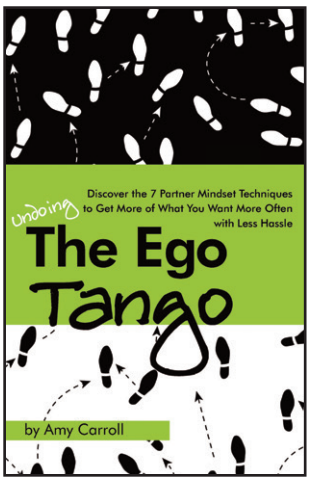
Assignment 10

Print the following pages or complete the assignments on-screen.



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Moment of Truth

Partner Mindset Techniques

What were the 4 Partner Mindset Techniques I applied in the story?

When do you say, "Yes, but…!" For example, "Yes, but, I have the right to defend myself in this situation!" Where could you give up the right to defend yourself, or even give up the desire to be right, in order to get a positive outcome? Suppose you miss an important meeting with a colleague and discover that you marked down different dates in your calendars. He implies you got the date wrong. You know for a fact that he got it wrong. In the meeting he was to share some information necessary to complete an important project. Instead of insisting he made the mistake, you choose to reply, "I may have confused the dates. Are you available to speak on Wednesday morning?"

List particular people or situations when it is tempting or even enjoyable to point out how wrong they are:

Partner Mindset Techniques

What could you gain if you give up the need and desire to be right? By taking responsibility in the colleague example, the relationship is undamaged. It's possible that the colleague will also take responsibility for confusing the dates. By preserving the relationship, you get what you want: the much needed knowledge to get the project completed.

How can you respond in Partner ways where you give up the desire to be right?

Undoing

The Ego Tango

Discover the 7 Partner Mindset Techniques
to Get More of What You Want More Often
with Less Hassle

Amy Carroll

With over 30 years of personal experience and education, Amy Carroll's understanding of the human psyche is extensive.

Amy leads programs for multinationals worldwide. She is a Professional Certified Coach and certified Master Practitioner of NLP (neuro linguistic programming).

Amy coaches clients to become more dynamic, honest and effective partners, developing their ability to influence others by creating powerful partnerships.

Learn to:

Positively influence customers, colleagues and subordinates to get the outcomes you want with everyone feeling valued and respected

Handle difficult or sensitive topics (customer meetings, financial presentations, major speeches) with less nervousness

Present ideas in a more compelling and confident manner

Develop leadership presence when negotiating with different cultures and personalities

Amy's Education and Training
Psychology (Bachelor of Arts) from Michigan State University
CoachU, a US-based coaching school, PCC certified
JS-International, NLP training, Master Practitioner
BATS (Bay Area Theatre Sports), Improvisational Training
NLP Certified Practitioner
NLP Master Practitioner

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