

## DEVELOPING NEW HABITS - PRACTICE SHEET

LISTENING

### (1) Describing The Strategy The Person Is Using

<input type="checkbox"/> Able to "freeze a frame" <input type="checkbox"/> Video camera perspective <input type="checkbox"/> Direct quote <input type="checkbox"/> No moralistic judgments	Challenging Strategy Description: <i>"When I see / hear you ..."</i>
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### (2) Identifying How The Person Is Feeling

<input type="checkbox"/> Words on feeling lists <input type="checkbox"/> Based on what we see & hear <input type="checkbox"/> Respectful & logical guess	<i>"Are you feeling...?"</i>
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### (3) Honoring The Feedback The Person Is Offering

<input type="checkbox"/> Are needs met or not? <input type="checkbox"/> How helpful are we? - Quality of the relationship... - Enthusiastically embracing what...	<input type="checkbox"/> Needs <b>ARE</b> met      😊 <input type="checkbox"/> Needs <b>ARE NOT</b> met      ☹️
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### (4) Identifying What The Person Is Needing

<input type="checkbox"/> Words on needs list <input type="checkbox"/> Based on what we see & hear <input type="checkbox"/> Respectful & logical guess	<i>"Because you have a need for...?"</i>
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### (5) Separating Preference(s) & Request(s)

<input type="checkbox"/> Describes accurately ( <i>how, who, when &amp; what</i> ) the person is hoping will happen in order to get their needs met	<i>Preference(s):</i>
<input type="checkbox"/> Describes what the person receiving the request, can do/say or stop doing/saying in order to be most helpful with the person at that moment	<i>Request(s):</i>



RESPONDING

### (6) Developing New Agreements

<input type="checkbox"/> Person's perspective (problem & solution) <input type="checkbox"/> Matches preference & request <input type="checkbox"/> Everyone's needs are met <input type="checkbox"/> Enthusiastic response (person) <input type="checkbox"/> Considers possible risks	<i>Joining:</i>
	<i>Partnering:</i>

### (13) Empathy Energy

<input type="checkbox"/> Empathy Energy	<input type="checkbox"/> Moralistic Judgment Energy
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