

# crucial conversations

## 3 MASTER MY STORIES

KNOW the REAL FACTS



1. ACT

THE  
DOWNWARD  
SPIRAL

SEE, HEAR  
TELL A STORY  
FEEL  
ACT

Skill #1: Separate facts from stories.

Skill #2: Watch for three clever stories.

Skill #3: Tell the rest of the story.



VILLAIN VICTIM HELPLESS

WHY WOULD  
A REASONABLE,  
RATIONAL PERSON  
DO THIS?

## 4 STATE MY PATH

BE NOT  
PERSUASIVE ABRASIVE

ACTIVITY: 3-HEADED COWORKER



STATE YOUR FACTS

TELL YOUR STORY

ASK FOR OTHER'S PATHS

TALK TENTATIVELY

ENCOURAGE TESTING



FORM A MENTOR NETWORK

CH.  
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# Study Guide For Crucial Conversations

**Cybellium**



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