

crucial conversations

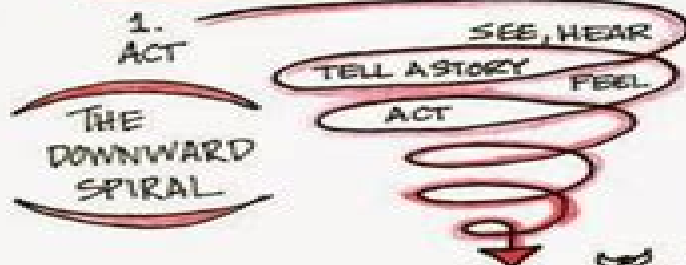
3 MASTER MY STORIES

KNOW the REAL FACTS



This happens in the BLINK of an eye.

1. ACT



Skill #1: Separate facts from stories.

Skill #2: Watch for three clever stories.

Skill #3: Tell the rest of the story.

4 STATE MY PATH

BE NOT
PERSUASIVE ABRASIVE

ACTIVITY: 3-HEADED COWORKER



VILLAIN VICTIM HELPLESS

WHY WOULD A REASONABLE, RATIONAL PERSON DO THIS?

STATE YOUR FACTS

TELL YOUR STORY

ASK FOR OTHER'S PATHS

TALK TENTATIVELY

ENCOURAGE TESTING



FORM A MENTOR NETWORK

CH. 10



Role Play Exercises For Crucial Conversations

Julia Schneider



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