

INTERPERSONAL SAVVY Application Worksheet

BACKGROUND:

1. *What makes this relationship challenging?*
2. *What assumptions have you made?*
3. *What would success look like six months from now?*

PART 1: SEE THE HUMAN

1. *What actually happened?*
2. *What story have I been telling myself?*
3. *What assumptions have I made?*
4. *What else could be true?*

PART 2: DISCOVER WHAT MATTERS TO THEM

My Agenda

1. *What matters most to me?*

Their Agenda

2. *What matters most to them?*
3. *What pressure might they be under?*

Move Forward

4. *Where do we have common ground?*
5. *What question could move us forward?*

PART 3: ADAPT TO WHAT THEY NEED

1. *What do you think is your dominant style?*
2. *What do you think is their dominant style?*
3. *How might your style be chilling the interaction?*
4. *What do they need?*
5. *How can you adapt your style to the situation? (give them what they need)*

This relationship would improve if I: