

Worksheet: Understand the other person

Use this worksheet to think through the answer to these questions to understand the other person’s worldview and beliefs. If you don’t know the answer to some of these questions – how can you find the answers to these questions?

<p>What’s their communication style? Direct? Indirect? Bottom line? Process-oriented?</p>	
<p>Do they need time to get mentally prepared for feedback or are they ready to dive right in?</p>	
<p>Are they internal or external processors?</p>	
<p>How do they process information and make decisions (rational? Gut/emotionally?)</p>	
<p>What is their response to stress? Fight? Flight? Freeze?</p>	
<p>What motivates the other person?</p>	
<p>What are their career and personal aspirations?</p>	
<p>What is their relationship to risk?</p>	

KEEP IN TOUCH



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