

Exercise 1 – A New Response to an Earlier Situation

Think of a situation in which you would have liked to have brought CPL into the real world. Follow the prompts in the slide presentation as you fill in the blanks below to figure out how you might have responded differently in this situation.

What Were They Saying?	<p style="text-align: center;">Choose a situation to work on</p>
Your Reactions and Concerns	<p style="text-align: center;">Get your limbic system under control: get curious about your reactions and concerns</p>
Their Worries, Concerns, Interests	<p style="text-align: center;">Get your limbic system under control: get curious about what they are saying and why</p>

Action	Decide what you want to do
The Context: YES...AND	<p style="text-align: center;">What's the YES? Something they have been saying that you can agree with or at least understand.</p> <p style="text-align: center;">What's the AND? Something about the tension you hope they will understand.</p>
The Trailer	What can you say about WHY you see the issue as you do that they are likely to find interesting?
The Ask	How will you ask them to let you shift the conversation?