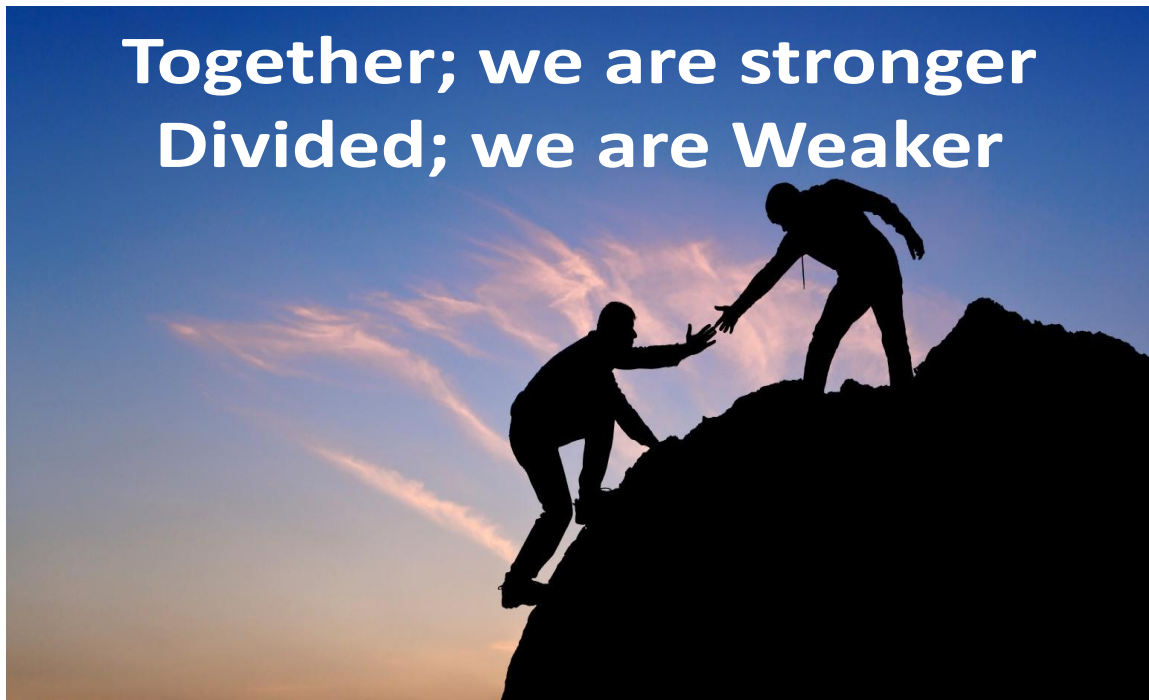


Relationships



**Together; we are stronger
Divided; we are Weaker**

Health screening can assess whether we trust or distrust someone?

- To form the most accurate assessment, we need to see and interpret these elements fully, otherwise we risk making the wrong call. There are two core reasons why we might assess inappropriately that we distrust someone:
- We focus on, and judge, just the visible aspects of the transaction, that is, how someone has behaved and what they have done, without seeking to understand the intent that has driven those actions and behaviours, and/or
- We assess all aspects of the transaction based on *our* view of the world and behavioural preferences rather than seeking to understand it from the viewpoint of the *other* person

This works both ways as it is also true that when we communicate with others, we do so from our view of the world, engaging our own behavioural preferences, without consideration for the recipient. Hence, other people may misinterpret what we say and do if they have a different behavioural style to us.

How can we communicate more effectively and develop better relationships as per analyses.

- To quote Tony Robbins *“To communicate effectively, we must realize that we are all different in the way we perceive the world and use this understanding as a guide to our communication with others.”*
- Whilst each individual has a unique set of filters through which they interpret information, there are certain common behavioural traits that people adopt that give an indication of the fears and motivations that drive that person’s behaviour. Understanding these drivers allows you to empathise with the other person and help them manage their fears and achieve their aspirations. This will reduce the fear response in the other person thereby helping them to collaborate and work more effectively with you.

Next steps

- Understand and identify the core behavioural styles and how they communicate differently
- Modify your own style to suit different situations and when communicating with different styles

How do our thoughts and feelings influence our actions?

- How we form our responses to most situations is a complicated process with much happening that we don't notice consciously. A helpful analogy is that of an iceberg with only a small element being visible above the waterline, and the remainder being unseen below the surface. The visible elements, being the outcome, actions and behaviours, are judged by others based on *their* inner world and may not give a full and accurate picture of the intent, attitudes or habits that underpin our actions based on *our* inner world. *What you see is not always a true reflection of reality.*

Thought patterns analyses by our health screening can help to improve relationships at work or at home.

- To change what we experience on the outside, we need to work on our inner experience. In short, to change what you do, you have to change what you think and feel.
- Exercising our brain involves raising our awareness of how we respond to different triggers followed by exercising the parts of the brain that require specific attention similar to a physical fitness plan, it is worth focusing on the muscles that will yield the best results.
- In particular, we will benefit if we work on:
 - Developing our ‘compassionate self’ – observing how we normally respond in our thinking, feeling and actions *without judgement*
 - Understanding that our emotions are a combination of information and energy – we need to decipher the information and harness the energy for better performance
 - Learning how to ‘slow down & stop’ to allow ourselves to choose our responses rather than react automatically
 - Improving our response patterns to achieve better outcomes