

LISTEN BEYOND WHAT PEOPLE DO OR SAY BY FOCUSING ON NEEDS

Human behaviour is complex. Trying to understand what others do and why they do it can be very confusing and frustrating when we don't see the reasoning behind some of their choices.

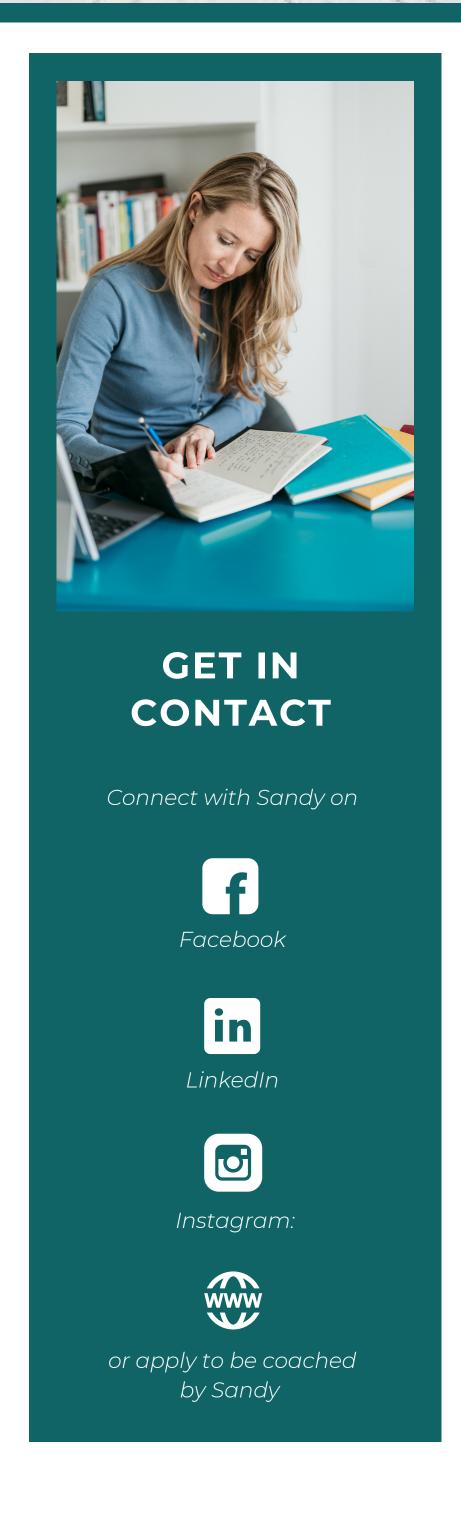
Understanding each other at the level of needs creates connection.

When we focus on needs, without interpreting or conveying criticism, blame, or demands, our deeper creativity flourishes, and solutions arise that were previously blocked from our awareness. At this depth, conflicts and misunderstandings can be resolved with greater ease.

Once we start listening to each other at this deeper human level, the similarities between us outweigh the differences.

Helpful questions to do this are:

- What do they care about...
- What matters to them...
- What do they really value...
- What do they really wish for...





USE THIS LIST TO IDENTIFY NEEDS....

Resources Physical Needs

Air/Food/Water

Comfort, Ease

Consistency

Health

Movement, Exercise

Privacy

Respectful physical

contact

Rest/Relation

Safety, Security

Supplies

Time, Efficiency

Accountability Integrity

Authenticity

Contribution

Effectiveness, Progress

Feedback, Tracking

Honesty

Humility, Self-reflection

Morality

Quality

Reliability

Self-worth

Sincerity

Integration Interdependence

Acceptance

Appreciation

Clarity

Closeness

Community

Compassion

Connection

Consideration

Cooperation

Emotional Safety

Empathy

Harmony

Inclusion

Intimacy

Love

Reassurance

Respect

Support

Trust

Understanding

Validation

Warmth

Authority Empowerment

Autonomy
Choice
Co-creation of strategies
Collaboration
Discipline
Freedom (emotional,
spiritual, physical)
Individuality
Solitude

Communication Mental Needs

Awareness
Clarity, Direction
Decision Making
Discernment
Reflection
Stimulation, Challenge

Self-Expression Creativity

Creating, Generating
Growth, Progress
Learning, Mastery
Meaning
Play, Fun, Laughter
Teaching

Self-Alignment Natural Energy

Beauty
Equality, Mutuality
Harmony, Peace
Inspiration
Order
Purpose, Meaning
Respect

Marking of Transitions Celebrating Beginnings

Ceremony/ Rituals
Delight
Enjoyment
Excitement
Healing
Humor
Passion

Acknowledge Endings

Accept learning
Accept limitations
Acknowledge regrets
Grieve dreams unfilled
Mourn lost relationships

Inspired by the work of Miki Kashtan https://baynvc.org/list-of-needs/

About Me...



My name is Sandy and I am a Certified Communications Coach and Trainer.

I have dedicated more than 10 years of my life to helping people transform how they connect with others.

It is incredibly rewarding for me to share with people the best conversational wisdom, beliefs, practices, and knowledge to help them become more confident and skilled at having open, honest, and authentic conversations.

I believe your conversations are the force that drives your fulfilment and success in every aspect of your life - from your career and business partnerships to your love life.

YOUR CONVERSATIONS CREATE YOUR LIFE

- AND EVERYTHING IN IT!

