

## Five rules for a better dialogue

The first rule, in your **thumb**:

**listen with respect.**

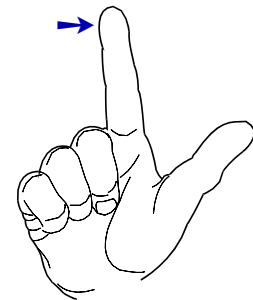
Listen also with your heart, not only with your head. You will hear much more. Remember: the most important level in communication is ... the relational level! To quote Michel Jordan: "Heart is what separates the good from ... the great." Be great!



The second rule, in your **fore finger**:

**suspend your judgment.**

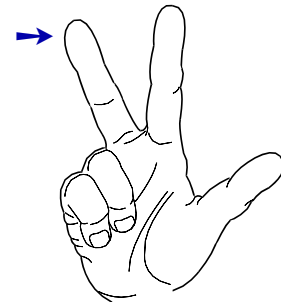
Stop judging. 95% of your 'spontaneous' judgments are prejudices. Use your finger as a handbrake to stop your inner talking: point with your fore finger to the front of your head to tell yourself: "Stop talking to yourself and listen!".



The third rule, in your **middle finger**:

**ask, ask, ask.**

Ask for "facts" when the other offer you an "interpretation" or an "opinion". Most of the statements you will hear are opinions or guesses or interpretations. Ask for the definition of the words the other uses. They hide his values and paradigms, and most probably these are different from yours.

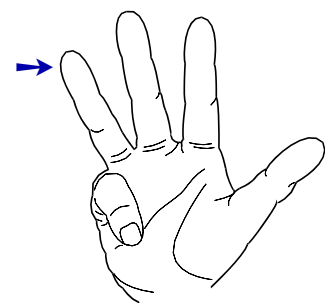


The fourth rule, in your **ring finger**:

**invite and honor all points of view.**

It's the finger of connection. A good dialoguer can connect the point of view of the others to his own vision and vice versa.

One way to learn is to connect new insights you hear, see, experience, ... with what you know at this moment.



The fifth rule, in your **little finger**:

**speak with passion but briefly  
and from a personal point of view.**

Use only the words you really need. Your message is better understood when you use less words.

KISS = Keep It Simple, Stupid. This does not mean 'talk childlike' but talk at a pace so that the other can grasp your ideas and connect them in his mind to his actual convictions (unless your goal is to brainwash the other).

