









## "The blue way": Expressing myself honestly

<b>Observation</b> 	When <b>I</b> see/hear/remember (without analysis evaluation or interpretation)
<b>Feeling(s)</b> 	<b>I</b> feel ... (feeling in me - without thoughts about the other)
<b>Need(s)</b> 	<b>BECAUSE I</b> need/value (need without specific people taking specific action)
<b>Request</b> 	So, would you be willing to ... (specific doable action)? or tell me what you hear I am saying (my feelings and needs = empathy)? or tell me your reaction to what I'm saying (your feelings and needs = honesty)?

## "The green way" – Listening with empathy to the other

<b>Observation</b> 	When <b>you</b> see/hear ... (without analysis evaluation or interpretation)
<b>Feeling(s)</b> 	Do <b>you</b> feel ... ?
<b>Need(s)</b> 	<b>BECAUSE you</b> need?
<b>Request</b> 	And right now would you like me/us to ...? (Specific, doable action) OR Would you like to tell me / hear from me ...? or Is there more you like me to hear before you are ready to hear me?