

PROGRAMME



inspiration
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**Jean-Edouard
Grésy**

HOW TO OVERCOME BARRIERS TO COOPERATION ?

Jean-Edouard Grésy

alternego

WHEN AND WITH WHOM DO YOU NEGOTIATE ?



YOUR CLIENTS SUPPLIERS ?



YOUR BOSS ?



YOUR COLLEAGUES ?



YOUR CHILDREN ?

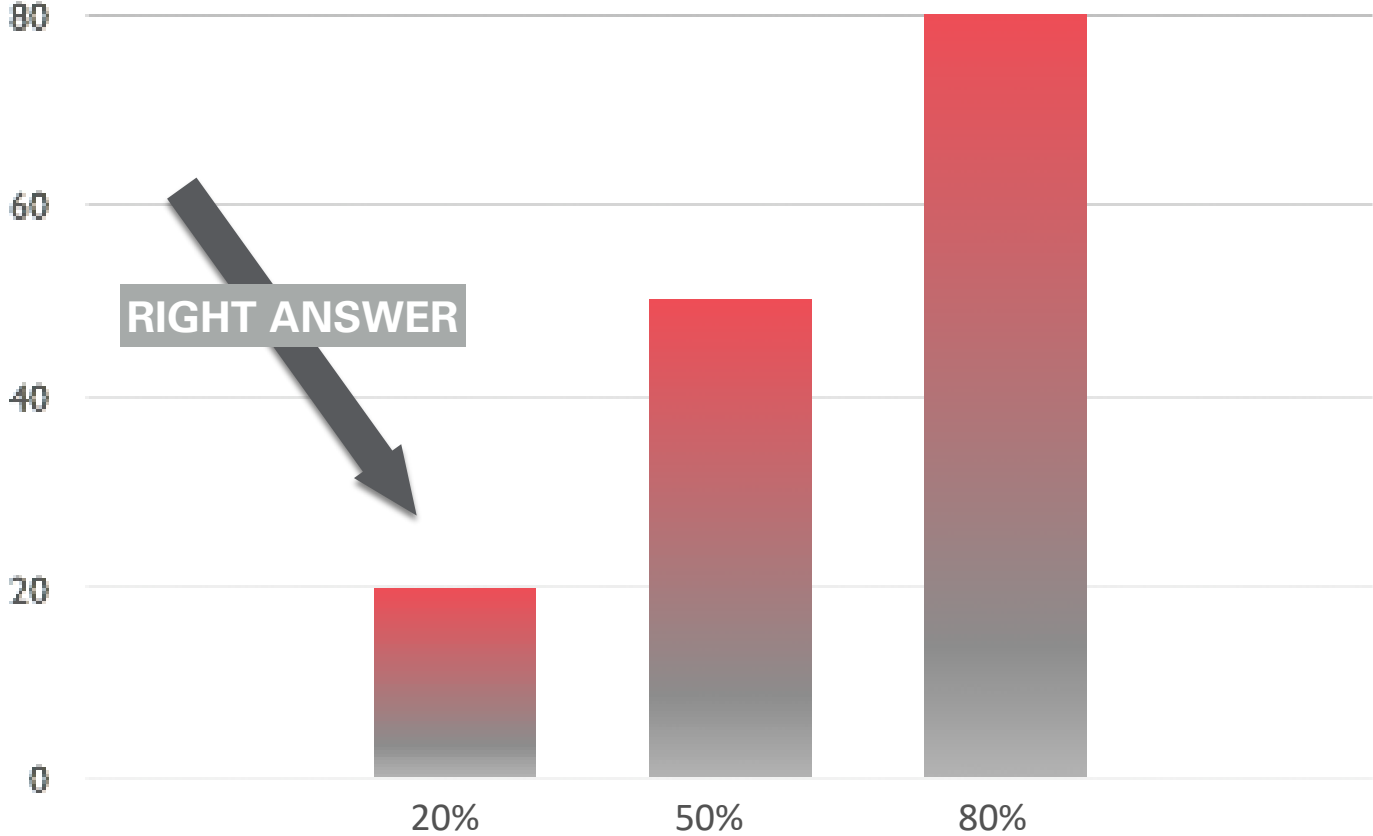


YOUR PARTNER ?



YOUR NEIGHBORS ?

WHAT % OF DECISIONS CAN YOU MAKE ALONE ?



WHAT IS NEG OTIUM ?



THE OPPOSITE OF **LEISURE**



IF YOU FIND SOMETHING
DIFFICULT,
YOU ARE **PART OF THE
PROBLEM !**

3 NATURAL REACTIONS TO AVOID



ESCAPE

**STRIKE
BACK**



GIVE IN

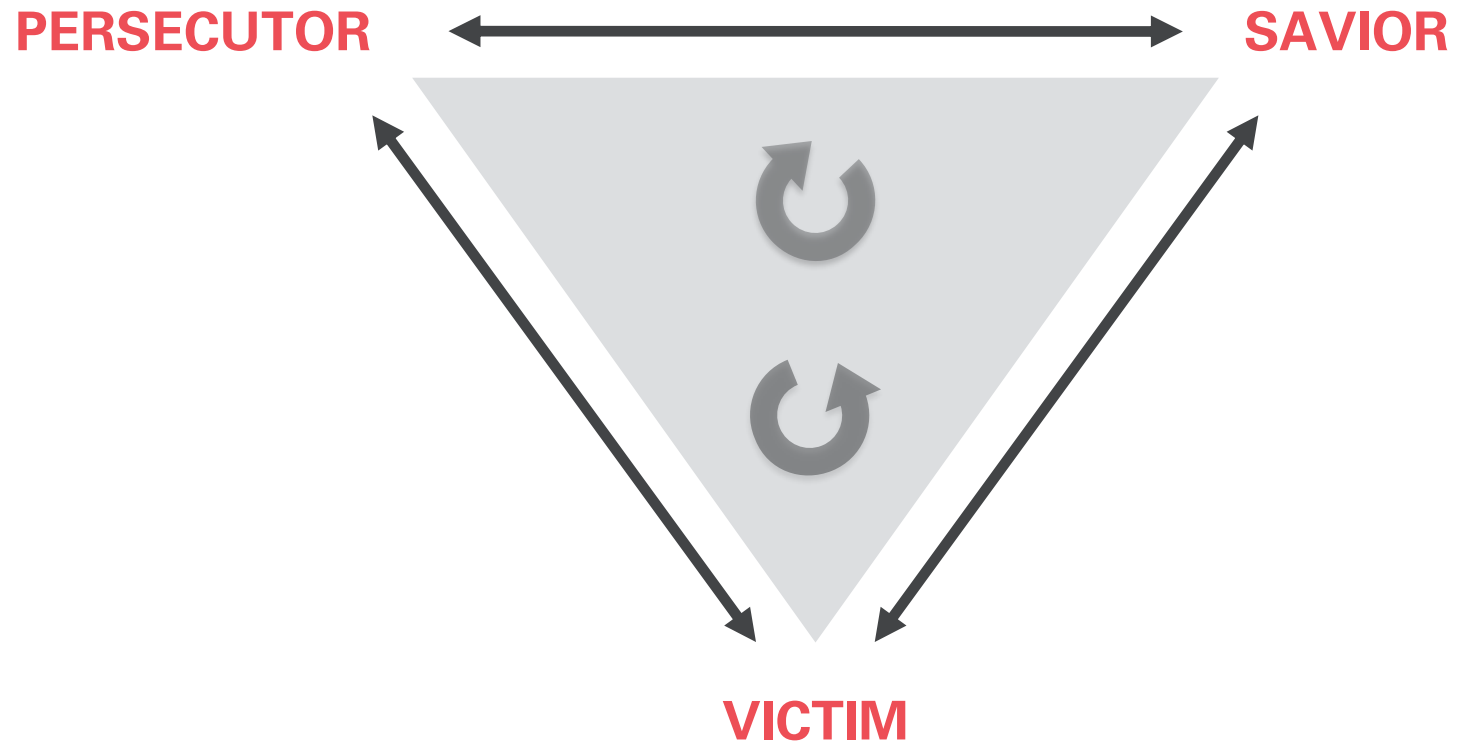
3 NATURAL REACTIONS TO AVOID



FIRST: ESCAPE



DO NOT ESCAPE



DRAMATIC TRIANGLE (KARPMAN)

3 NATURAL REACTIONS TO AVOID



SECOND: STRIKE BACK

**DO NOT
STRIKE BACK**

6. Violence



5. Aggressiveness



4. Conflict



3. Discord



2. Incomprehension



1. Problem

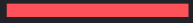


3 NATURAL REACTIONS TO AVOID



THIRD: GIVE IN

DO NOT
GIVE IN





DO NOT GIVE IN

NO CONCESSION WITHOUT COUNTER CONCESSION



IF YOU FIND SOMETHING DIFFICULT,
YOU ARE **PART OF THE SOLUTION !**



YIM WING CHUN

DON'T MAKE IT A PERSONAL ISSUE

*As long as I can smile,
I can make it through today*
Samurai





STEP INTO THEIR SHOES

*You are probably **right**,
but the other person is not
necessarily **wrong** !*

REFRAME

*The one who manages the interview is not the **speaker**, but the **questionner***



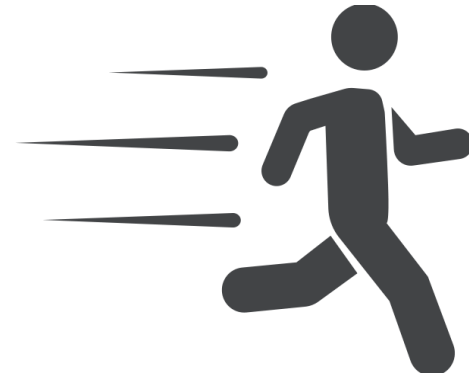


USE POWER TO EDUCATE

*Never threaten, explain the
cost of not agreeing.
Nobody wants to **lose face**.*

DON'T ESCAPE, STRIKE BACK OR GIVE IN

But, as Yim WING CHUN...



ESCAPE

STRIKE
BACK



GIVE IN





Don't make it
a **personal issue**



Step into
their shoes



Reframe



Use power
to educate

THANK YOU
