



**Using Communication to Manage  
Interpersonal Relationships /  
How to Collaborate After Working  
Remotely for Over a Year**

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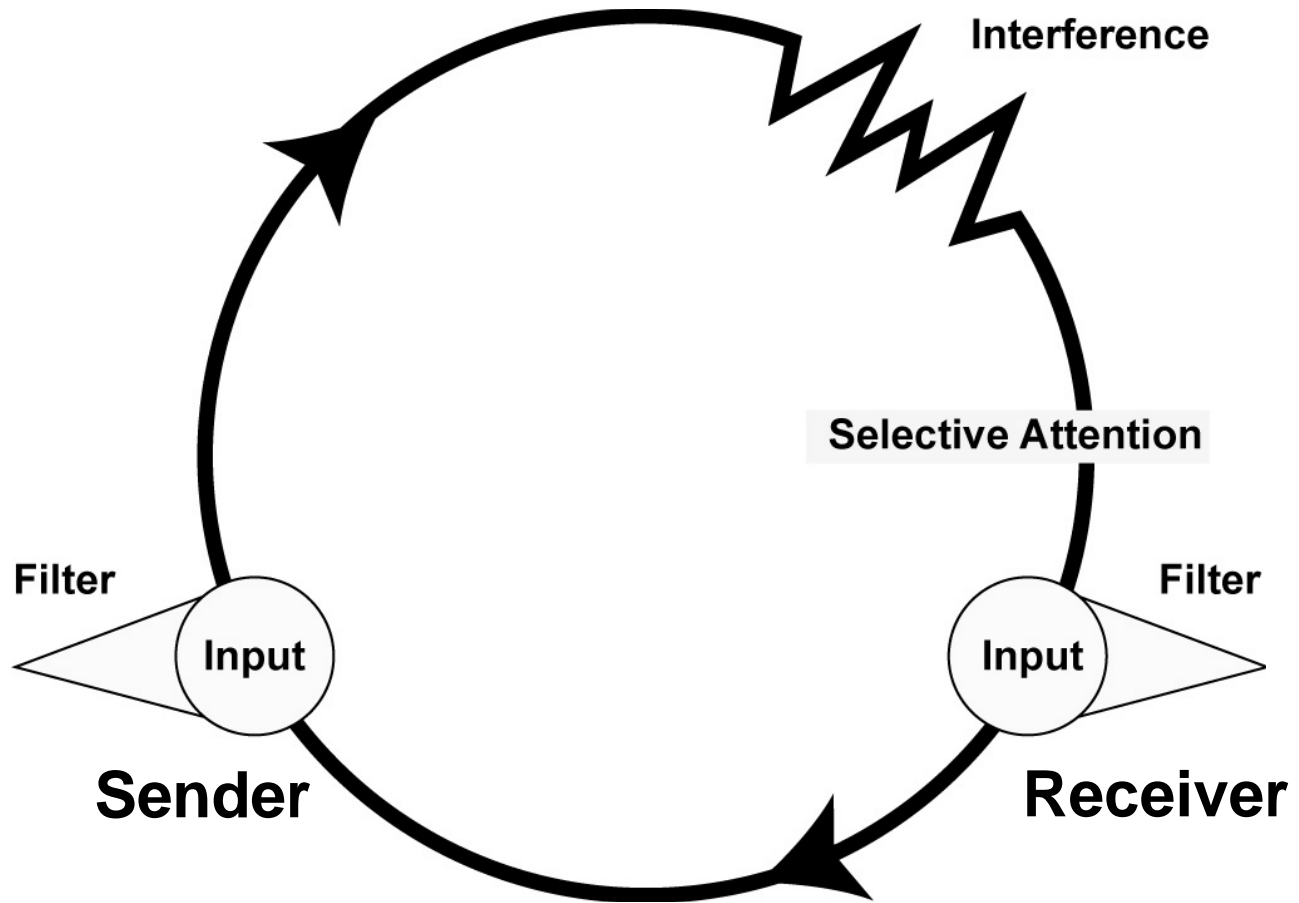
## **Definition of EQ:**

The ability to use your emotions to form an  
o\_\_\_\_\_ relationship with yourself and others.

## **Core Elements of EQ**

- Self-awareness
- Self-management
- Social awareness
- Relationship management

# Communication Cycle





# Communication Block

Did I \_\_\_ anything or \_\_\_ anything to offend you?

To stop email ping pong, sometimes I have to pick up the \_\_\_\_\_!

# 3 Most Likable Traits

**G**\_\_\_\_\_

**En**\_\_\_\_\_

**W**\_\_\_\_\_

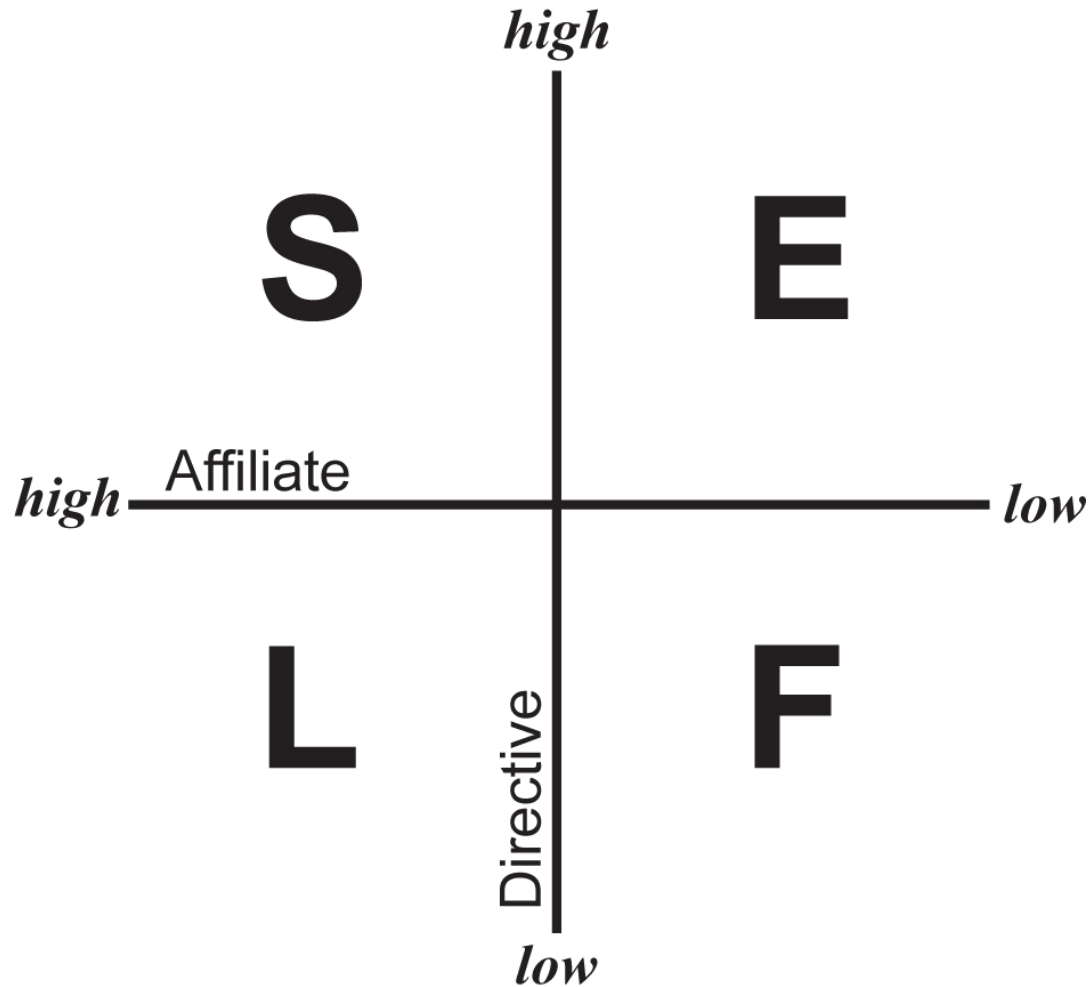


# Six Keys to Managing Interpersonal Relationships

1. Recognize Differences
2. Be Intentional
3. Respond, Don't R\_\_\_\_\_
4. Use Empathy
5. Intercept Dissension
6. Avoid/Handle C\_\_\_\_\_



# 1. Recognize Differences



*You will be your **SELF**.*

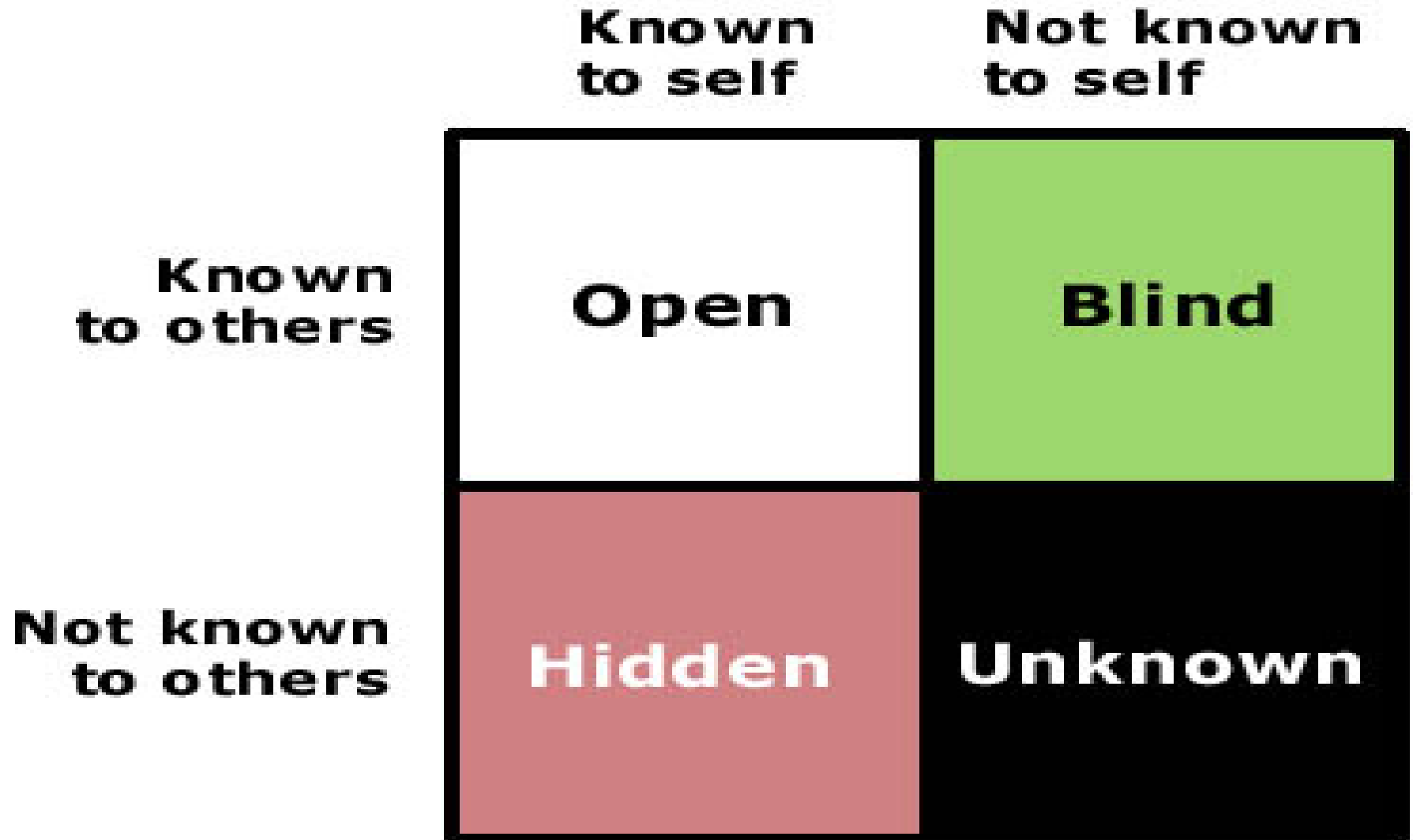


# 1. Recognize Differences

	Strengths	Limitations	Appealing	Unappealing
<b>S</b>	Energetic Confident	Pushy Impatient	Achievement Attention	Waiting No Enthusiasm
<b>E</b>	Practical Goal Oriented	Dogmatic Critical	Control Responsibility	Emotionalism Ambiguity
<b>L</b>	Gregarious Enthusiastic	Too people oriented Impractical	Popularity Kindness	Insensitivity Dissension
<b>F</b>	Thorough Calm	Slow Passive	Perfection Consistency	Carelessness Fakes



# The Johari Window





# Feeling Brave?

**After the workshop tell someone you trust that you are giving them p\_\_\_\_\_ to give you feedback on:**

- **Positive**
- **Negative**
- **Start to do**
- **Continue to do**
- **Stop doing**



## 2. Be Intentional

- Intentional Verbals – say what you mean to say (carefully choose your words)
- *People have a remarkable capacity to live up to the r\_\_\_\_\_ placed on them.*
- Unintentional Verbals – words can be barriers or bridges



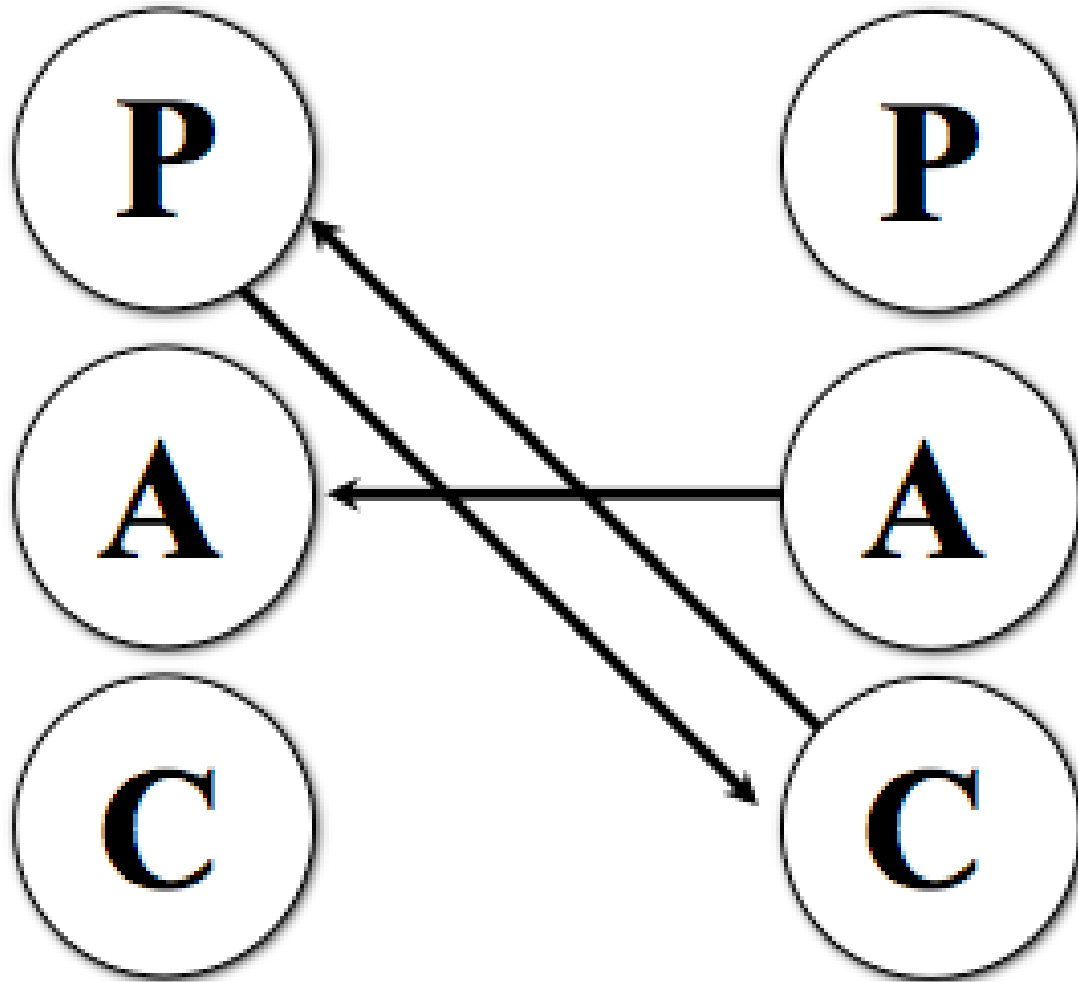
## 2. Be Intentional

- Intentional Non-verbals – look/sound the way you intend to look/sound
- Unintentional Non-verbals – look/sound the way I ought not look/sound.

Note: people believe the non-verbals – voice tone, body language, facial expression, m\_\_\_\_\_ than the words used!



# 3. Respond, Don't React





### 3. Respond, Don't React

**P**\_\_\_\_\_ **act p**\_\_\_\_\_ **ly**  
**Whether they feel like it or not.**



## 4. Use Empathy

**Empathy – entering into the feeling and spirit of another.**



## 4. Use Empathy

### *Handling Anger*

**L**isten

**E**mpathize

**A**pologize (if appropriate)

**D**o something or direct to someone who can





## 4. Use Empathy

### *Saying No NICELY*

**N**eutralize through a positive beginning

**I**mmediately empathize

**C**ourteously explain

**E**mphasize your desire to help



## 5. Intercept Dissension

- Build positives to lessen the impact of negatives
- Refuse to participate in unproductive anger  
*Can any \_\_\_\_\_ come from this?*
- Act to resolve issues quickly



# 5. Intercept Dissension

Deposits +	Withdrawals -



## 6. Avoid/Handle Conflict

### Definition

Conflict: a violation of expectations resulting in negative reactions.



## 6. Avoid/Handle Conflict

### Expectations

Most people do not knowingly violate the expectations of those with whom they must collaborate.

Many of our expectations are implicit; we may not know we have the expectation until it is violated.



## 6. Avoid/Handle Conflict

### Sometimes

Sometimes conflict is really just being annoyed, and sometimes I have to be the bigger person (maturity).



# 6. Avoid/Handle Conflict

## Key Strategy

Don't o\_\_\_\_\_

Don't be o\_\_\_\_\_ed.

I'm offended by how easily  
you're offended.





# 6. Avoid/Handle Conflict

## Key Strategy

There are some things, I just don't have  
to have an o\_\_\_\_\_ on!







# 6. Avoid/Handle Conflict

## Key Strategy

Don't assume m\_\_\_\_\_.

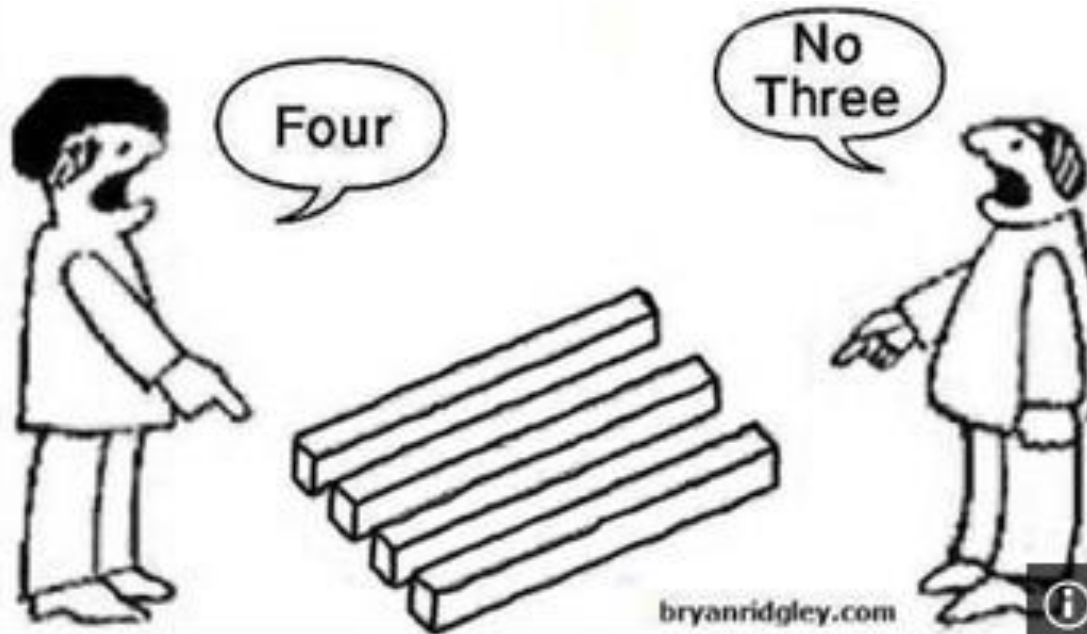




# 6. Avoid/Handle Conflict

## Key Strategy

Let's a \_\_\_\_\_ to dis \_\_\_\_\_, a \_\_\_\_\_ ably.





## 6. Avoid/Handle Conflict

### Be Careful of This Mindset

*In matters controversial,  
My perception's mighty fine.  
I always see both points of view:  
The one that's wrong,  
and mine!*



## 6. Avoid/Handle Conflict

### Seeking and Finding

People generally find what they are looking for.

- If you look for the negative you'll find it
- If you look for the positive you'll find it
- Being negative or being positive is a choice

Consider this:

Work isn't something we do or a place where we go.

Work is an experience that we create, and we are largely responsible if the experience we create is an unpleasant one.

Given that we spend more waking hours at work than anywhere else, imagine the profound results on the quality of our lives if we were to make significant, positive changes in the way we experience work.

The possibilities are life-altering!



# Thank you

- My name is David Alba – davidalba007@gmail.com
- *If any of my stories aren't true - they should've been.*

Three books that I recommend:

