

Shift Happens

“Power is of two kinds. One is obtained by fear of punishment, and the other by arts of love. Power based on love is a thousand times more effective and permanent than the one derived from fear of punishment.” – Mahatma Gandhi

It's You vs. Me

(aka Make Problems)

Evaluations

(Listens Selectively)

Thoughts

(Perceives Scarcity)

(Blames Self or Other)

Strategies

(Denies Choice)

Demands

Power Over/Under

Fear Paradigm

FORCE

ENEMY IMAGES

AUTHORITY

REWARD/ PUNISHMENT

It's We

(aka Make Life More Wonderful)

Observations

(Listens Empathically)

Feelings

(Perceives Abundance)

(Takes Responsibility)

Needs

(Acknowledges Choice)

Requests

Power With

Love Paradigm

LISTEN

OBERVE

VALIDATE

EMPATHIZE