

Perceptual positioning - Shift perspectives



Set the scene

Put your phone on silent

Arrange 3 chairs equidistant from each other in a triangle facing each other
(1. your chair/2. others chair / 3. “helicopter” chair)

Ensure you are in a quiet place with no interruption

Take breaths in for 6 secs and out for 6 - do this 6 times

Get a pen / pencil and paper - no lap top or electronics

This could take up to 3 hours max or 1.5 hours (30 mins max each position) so please get water / tea etc

You will be guided throughout this whole process so don't worry

Connect to yourself –

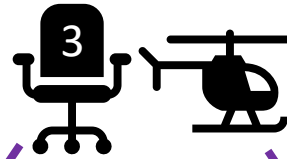
Identify exactly what the [person / problem / conflict /the issue] is !



Step Four



Overall model



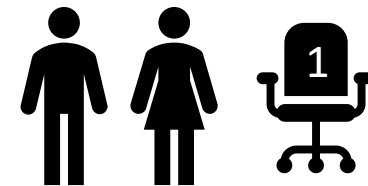
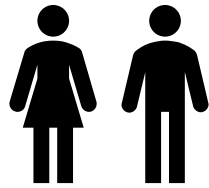
Helicopter

Step Three

Step One

You

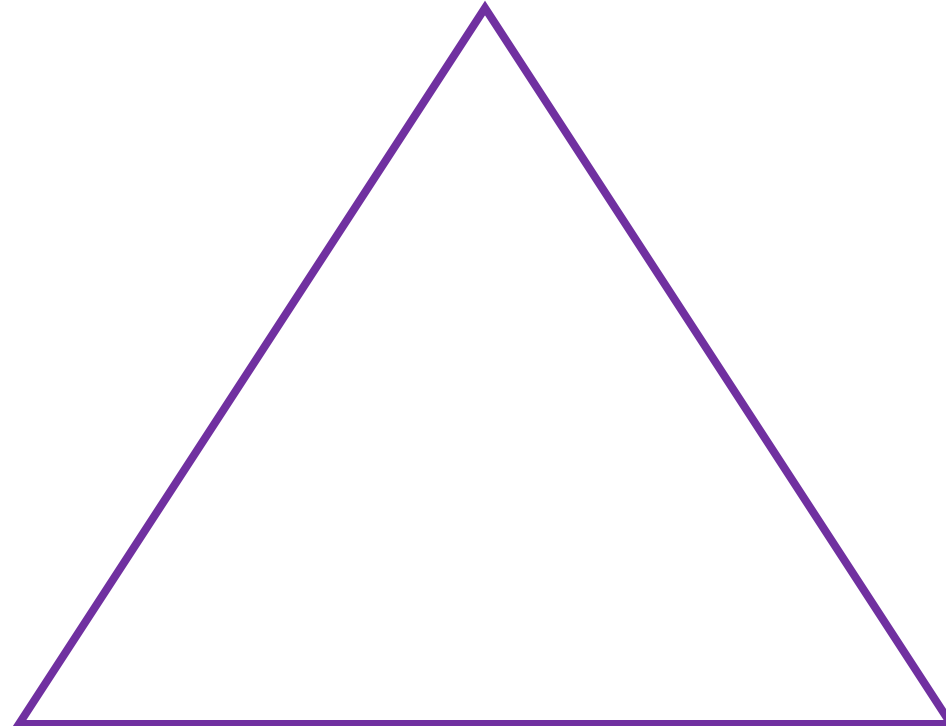
Other
party



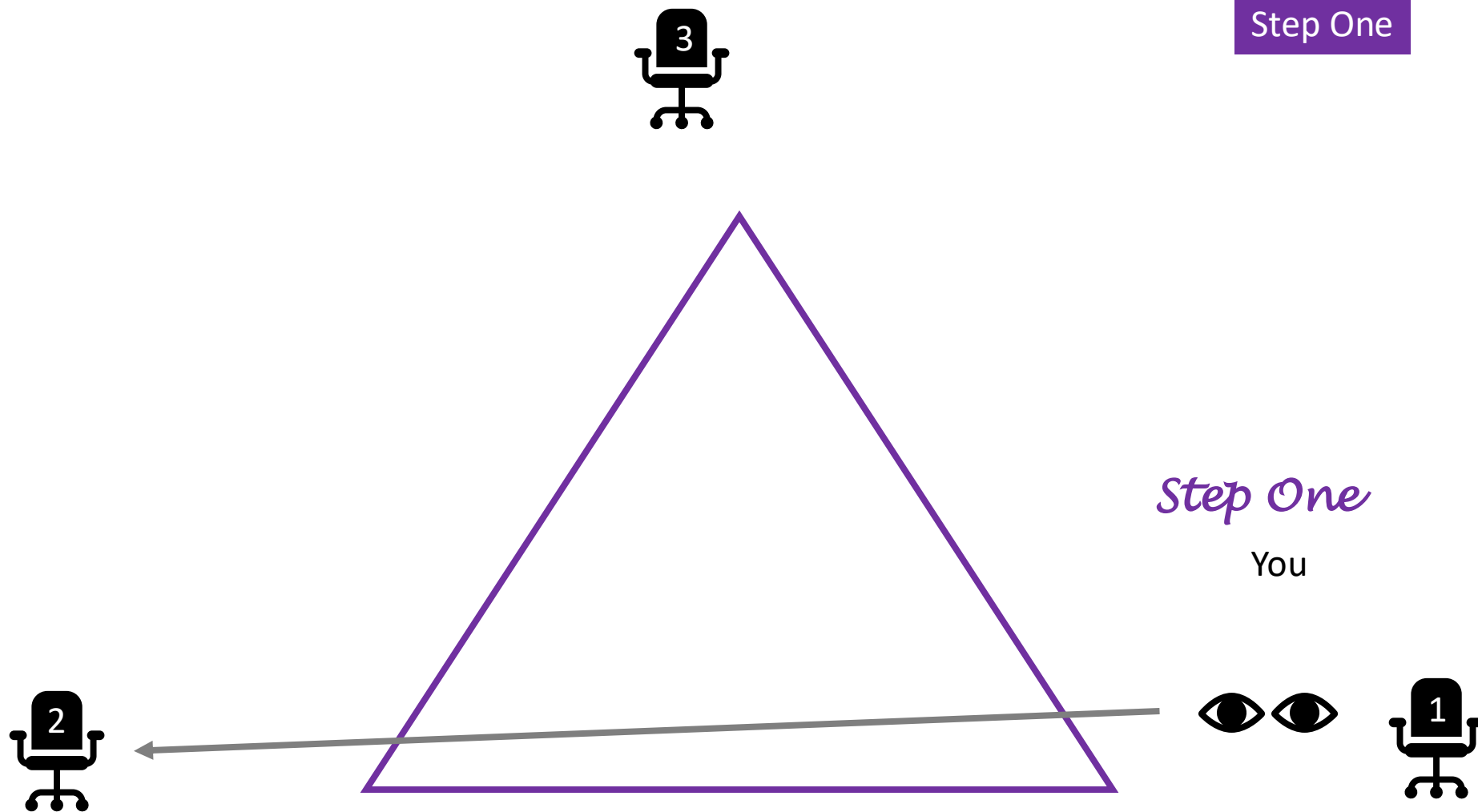
Step Two



Set the scene



Step One



Step One (your shoes)

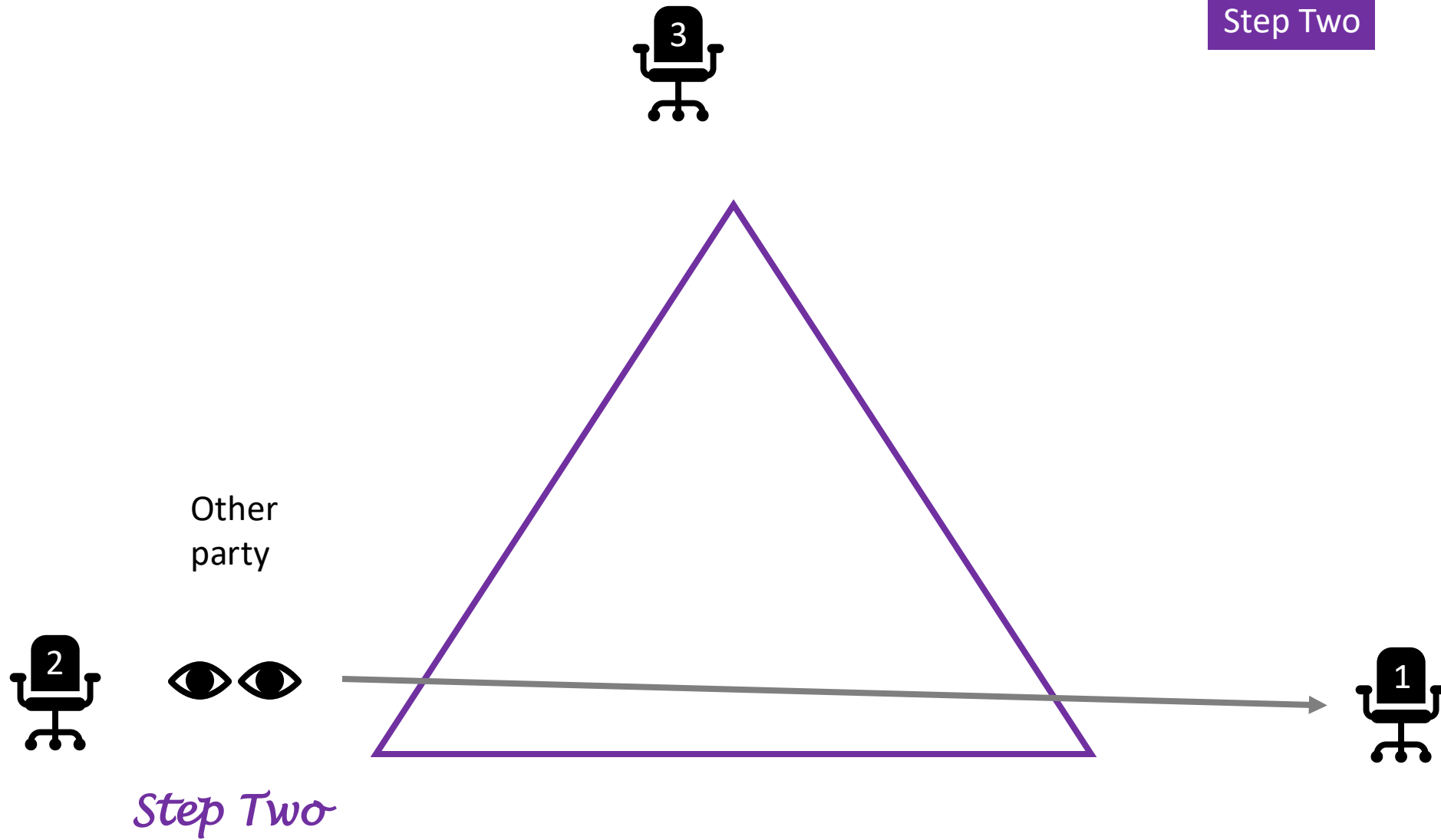
Sit comfortably in chair 1.(your chair) and sit facing 2. “Others” chair

Write down only from your perspective :

1. What is your outcome?
 2. What's the back story behind [it]
 3. How will you know when you have achieved it? (see / hear /read /do)
 4. How does [it] make you feel? Describe your feelings
 5. What do you think about [it]? Describe your thoughts
 6. Visualise/ describe [it] on paper / draw [it]) what you want to achieve
 7. What are the repercussions of [it] not being resolved / achieved?
 8. What or who is going to stop you achieving this? Ie what are your current barriers?
 9. What's in it for you if you achieve your outcome? Describe fully
10. Now talk to chair 2 as if the person was there (a very weird sensation to start with) and describe how you would like to try and understand them, achieve an outcome where you both win - explain what you have just discovered (1 to 9)



Step Two



Step Two (others shoes)

Physically move to Chair 2. “Others” chair and face chair 1

Again use pen / pencil and paper to write thoughts and feelings

1. At best, try and become them / see if you can take on the persona of the “other” person
2. How would they sit? [now you]
3. What do you they look like? [now you]
4. How old are they? [now you]
5. What is their story from what you know? [what is your story if you were them]
6. Who are they? [what is your story]
7. What’s important to them? [what is important to me]
8. What words do they use in conversation? [what words do I use]
9. What is their outcome in life? [what is my outcome]
10. Imagine their fears, barriers, aspirations[my fears, barriers, aspirations]
11. What energise’s them? [what energies you]
12. What motivates them? [what motivates you]
11. How do they feel about chair 1’s outcome [how do you feel]
12. What’s missing for them? [what is missing in relation to chair 1 outcome]
13. What do you think about the now imaginary person in chair 1
14. How do you feel about the now imaginary person in chair 1

13. Taking on the stance of the “Other” talk to chair 1, try and be as authentic as you can, imagining you are the “other” now talking to [yourself] chair 1. “Walk” in that other persons shoes and describe to chair 1 [you] what you have just discovered when going through questions 1-14 – try and talk out loud (if you can)



Step Three



Step Three



Other
party

You



Step Three (helicopter)

Physically move to chair 3. Face chair 1 and chair 2

You are now taking on the persona of the advice giver and suggester having just learnt (hopefully) a vast amount of new and fresh information.

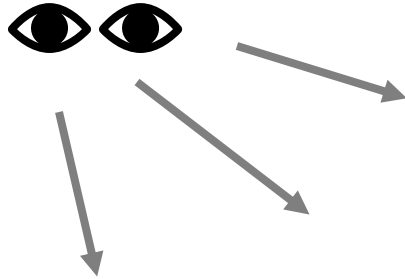
Can you imagine and see [you] in chair 1 and the [other] in chair 2 – You are in chair 3 and now impartial and helicoptering

1. Given what have you just learnt, what would you would like to suggest to chair 1 [you]
2. How you advise chair 1 [you] now and approach things and do things differently given the outcome?
3. Would you advise amending the outcome or is it ok as originally intended?
4. What insights can you now gift to chair 1 [yourself] about chair 2
5. What advice would you now give chair 1 [you] more or less, faster or slower, same language, different language
6. What can you see as the barriers for chair 1 [you]
7. What advice can you now give to as to how or who can help chair 1 [you] overcome this

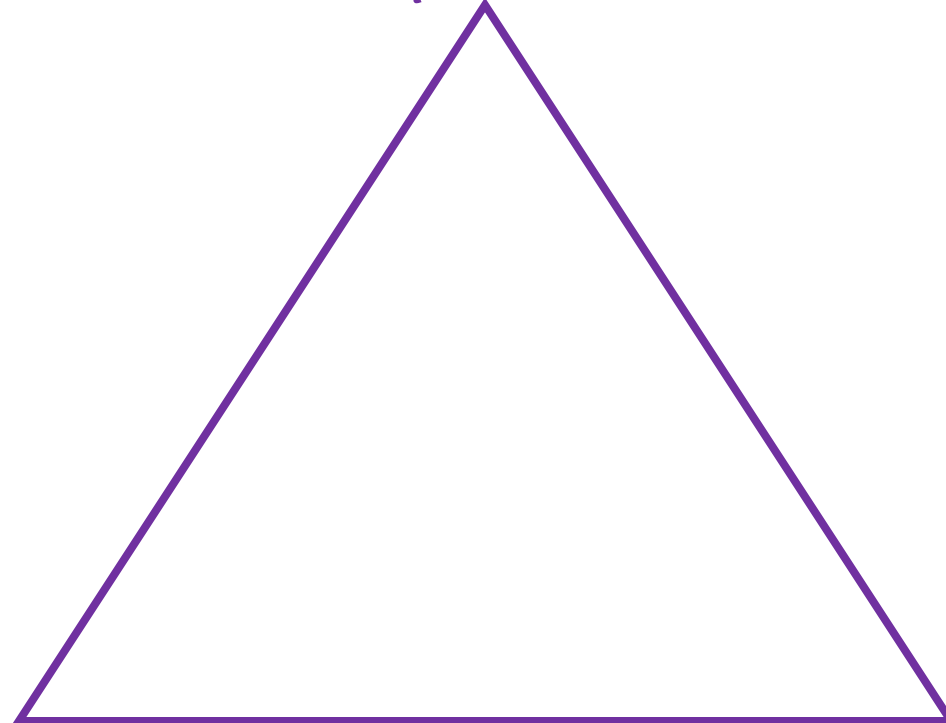
When chair 3(helicopter) has given all suggestions to chair 1[you]when you are ready.....stand up !!



Step Four



Step Three



Step Four

Other
party



You



Step Four (capture and observe)

Stand up and view all 3 chairs – do you want to make any further notes or observations – what have you learnt?

Please try and capture as much as you can during each step - what are your conclusions?





End

Thank you.
Hope you enjoyed it !

