

Discover your Moment of Truth



Stay Calm

Assignment 3



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Moment of Truth

Partner Mindset Tip

Stay Calm

Think of a situation where you lost your cool. What verbal and non-verbal signals indicated to you (and to others) that you were losing your composure? For example, were you breathing quickly? Did your heart race? Did you speak rapidly or loudly, perhaps interrupting the other person? Did you use a sarcastic or condescending tone with raised eyebrows? If you are not sure, ask someone who has seen you lose your composure. Be sure to ask someone who is not afraid to speak openly to you.

When you notice these signals, what other behaviors can you use instead? For example, you can take slow, deep breaths; relax your face muscles; smile warmly; and nod your head and give other non-verbal cues that you are listening.

undoing

Discover the 7 Partner Mindset Techniques
to Get More of What You Want More Often
with Less Hassle

The Ego Tango

Amy Carroll

With over 30 years of personal experience and education, Amy Carroll's understanding of the human psyche is extensive.



Amy leads programs for multinationals worldwide. She is a Professional Certified Coach and certified Master Practitioner of NLP (neuro linguistic programming).

Amy coaches clients to become more dynamic, honest and effective partners, developing their ability to influence others by creating powerful partnerships.

Learn to:

Positively influence customers, colleagues and subordinates to get the outcomes you want
with everyone feeling valued and respected

Handle difficult or sensitive topics (customer meetings, financial presentations, major speeches)
with less nervousness

Present ideas in a more compelling and confident manner

Develop leadership presence when negotiating with different cultures and personalities

Amy's Education and Training

Psychology (Bachelor of Arts) from Michigan State University
CoachU, a US-based coaching school, PCC certified
JS-International, NLP training, Master Practitioner
BATS (Bay Area Theatre Sports), Improvisational Training
NLP Certified Practitioner
NLP Master Practitioner

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