

Discover your Moment of Truth



Booze, Blues
and all that jazz

Assignment 6



Print the following pages or complete the assignments on-screen.

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Moment of Truth

Partner Mindset Technique No. 5

The Broken Record Approach

When have you found yourself agreeing to something you hadn't intended? When have you felt confused or manipulated by an outcome?

What appropriate broken record response might you have used?

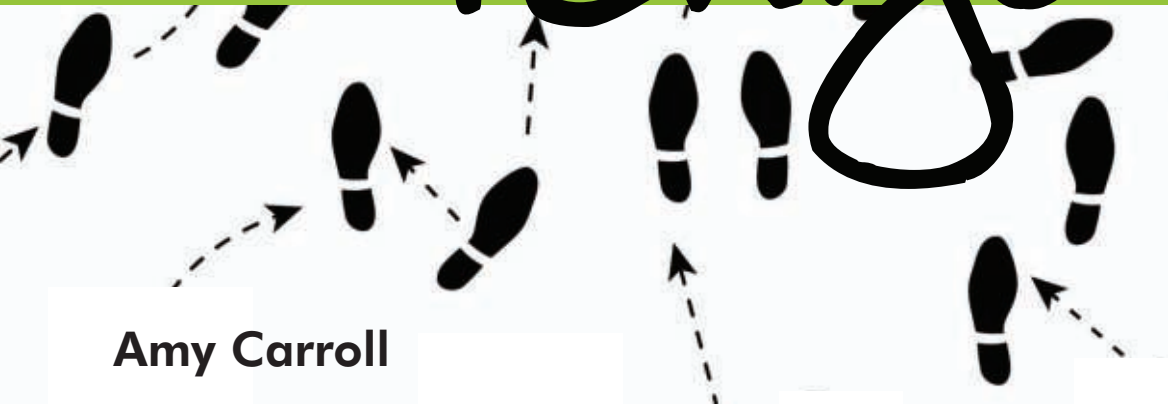
What are the payoffs when you use the broken record response?

Where is your practice gym? Where are your opportunities to practice at home, work and everywhere in between (for example, after a tough day at work, how can you step into Partner with a sales person in a bad mood, call center worker, cafeteria staff, your kids)?

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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