

# Discover your Moment of Truth



Versailles.  
Looking for Louis' throne

Assignment 7



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

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# Moment of Truth

## Partner Mindset Technique No. 6

### Staying Detached from the Outcome

What is a recent situation with a stranger in which you were attached to the outcome, such as while driving, shopping, in a restaurant, waiting in line at the bank, cinema or airline check-in counter?

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How could you have behaved in a more Partner-like way to give the impression of being detached from the outcome?

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What happens when you behave this way? How do you benefit from tapping into others' discretionary efforts?

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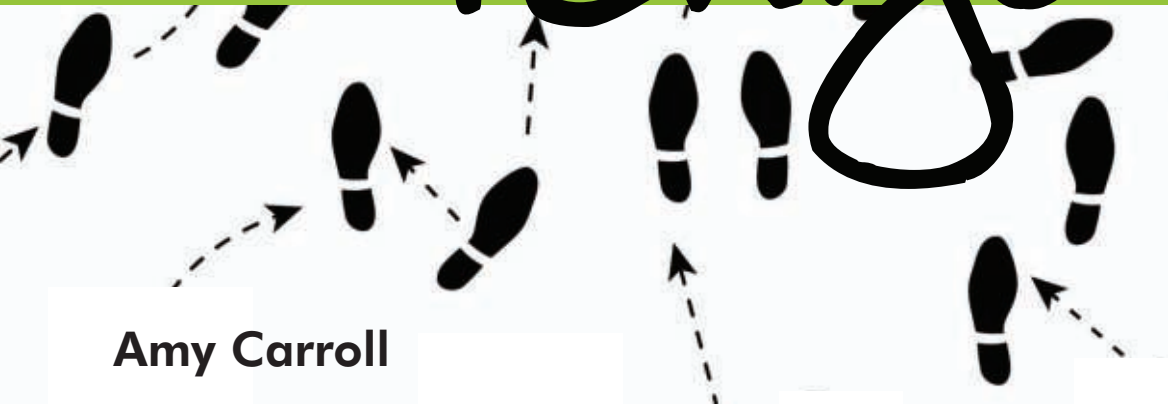
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undoing

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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