

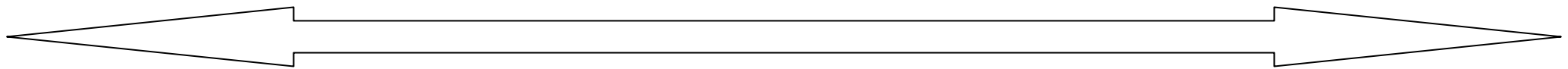
Ripple Energetics Communication Styles Exercise

At work when communicating to each other people communicate on a scale of very direct to very indirect.

Working with your team work through this exercise to understand the different communication styles and hold a discussion about how those styles are perceived and perhaps how you can “adopt” different styles depending on who you are talking to.

It may be worth substituting the milk example with something relevant for your workplace

Direct-Informing Continuum



“Get some milk”	“Please get some milk”	“Would you please get us some milk?”	“We’re out of milk would you please get us some?”	“We’re out of milk and I was wondering if you could get us some?”	“Would you be able to get us some milk?”	“We need some milk”	“We’re out of milk”
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Directing

- More forceful tone of voice to communicate urgency
- Often more straightforward statements
- Can imply a one-up/one-down relationship yet focus is on task
- Can either seem brusque or polite and friendly
- Moving forward, definite, boundary setting

Informing

- More tentative tone of voice to invite agreement/buy-in
- Often more subtle statements
- Can imply a like for like, equal relationship but may seem manipulative
- Can either seem wimpy or self confident and engaging
- Flowing, open, eliciting

Suggest putting the scale up on a white board and getting people to put their names of where they think they communicate and then facilitate a discussion about how different styles come across and any changes people or the team may want to agree to.

