

Building Relationships

For:
MMU Students

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Welcome!



Ground rules for the session

Listen to each other
and make time for
everyone to speak
during pair and
group work

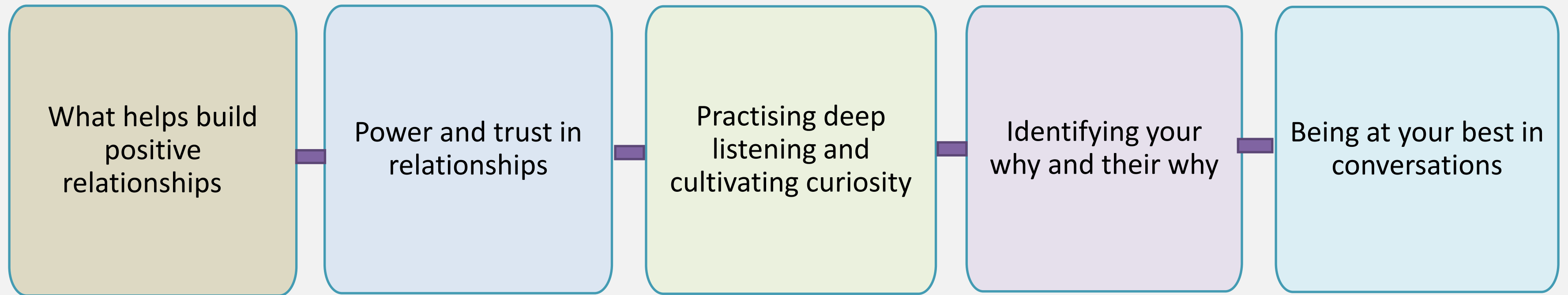
If people share
personal examples,
please respect their
confidentiality –
don't share outside
of the session

This is a chance to
practice and
experiment with
some new
approaches

Be kind to yourself
and each other



What we'll be covering...



Connecting conversation

1. Bring to mind a time when you have been able to build a positive connection or relationship with someone else that feels equal
2. What was happening that made that type of relationship possible? What were you doing? What was the other person doing? What made it feel more equal?
3. What impact or effect did that relationship have for you and for the other person?



Connecting conversation

1. Decide who will be the speaker and the listener first
2. The listener is to listen without interrupting. If the speaker runs out of things to say you can simply prompt using the questions or say “what else helped build that relationship”, “tell me more about what was happening”
3. After the person has finished, the listener to share what they noticed were factors that supported the relationship



Power in Relationships

- Power over
- Power with
- Power to



Building Trust in Relationships

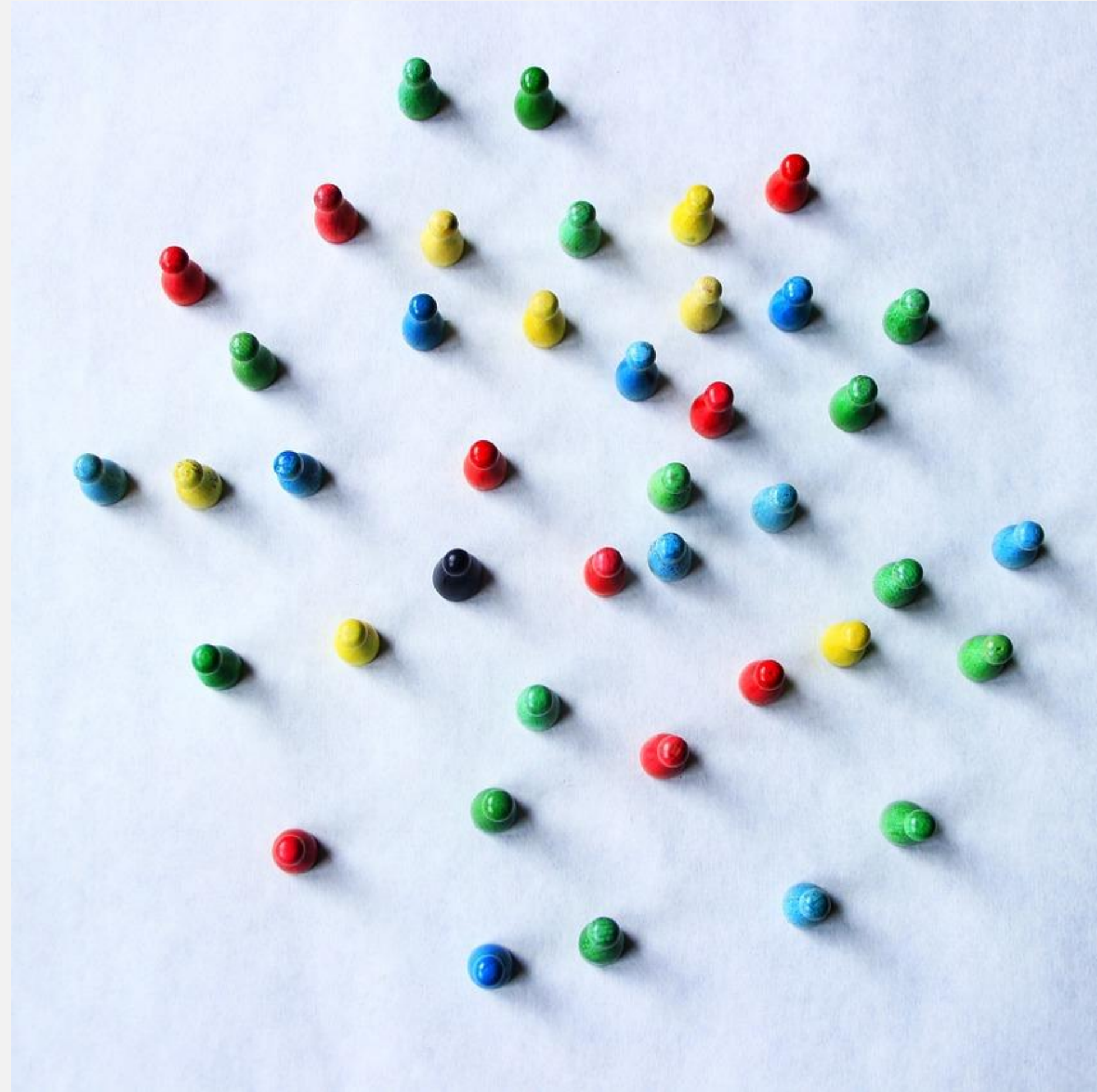
$$\text{Trustworthiness} = \frac{\text{Credibility Reliability Intimacy}}{\text{Self-Interest}}$$

Green's Trust Equation




Mapping who

- Move into new pairs
- Think back to the session on networking last week
- Who are some of the people that you need to make contact with?
- For each one that you mention, create a plate for them
- Lay your plates out on the floor and review together



Tip #1 Self-awareness

- Your why
- Your purpose for this conversation/connection
- What do you want to communicate/share/ask/offer?
- What will help you stay focused and connected?



To Do:



Tip #2 Other Awareness

Doing some background research

Can we get a sense of the culture of the place they are in?

What is their why?

What will help them hear what you have to say?

What might move them closer, what might push them away?

What are we curious about?
What do we want to learn more about?
What questions might we ask?
What strengths and capabilities can we spot?





Tip #3 Deep listening

Really paying attention to what the person is saying

Checking our understanding and clarifying



Tip #3 Cultivating curiosity

Remembering we don't know everything – bringing an open mind and attitude.

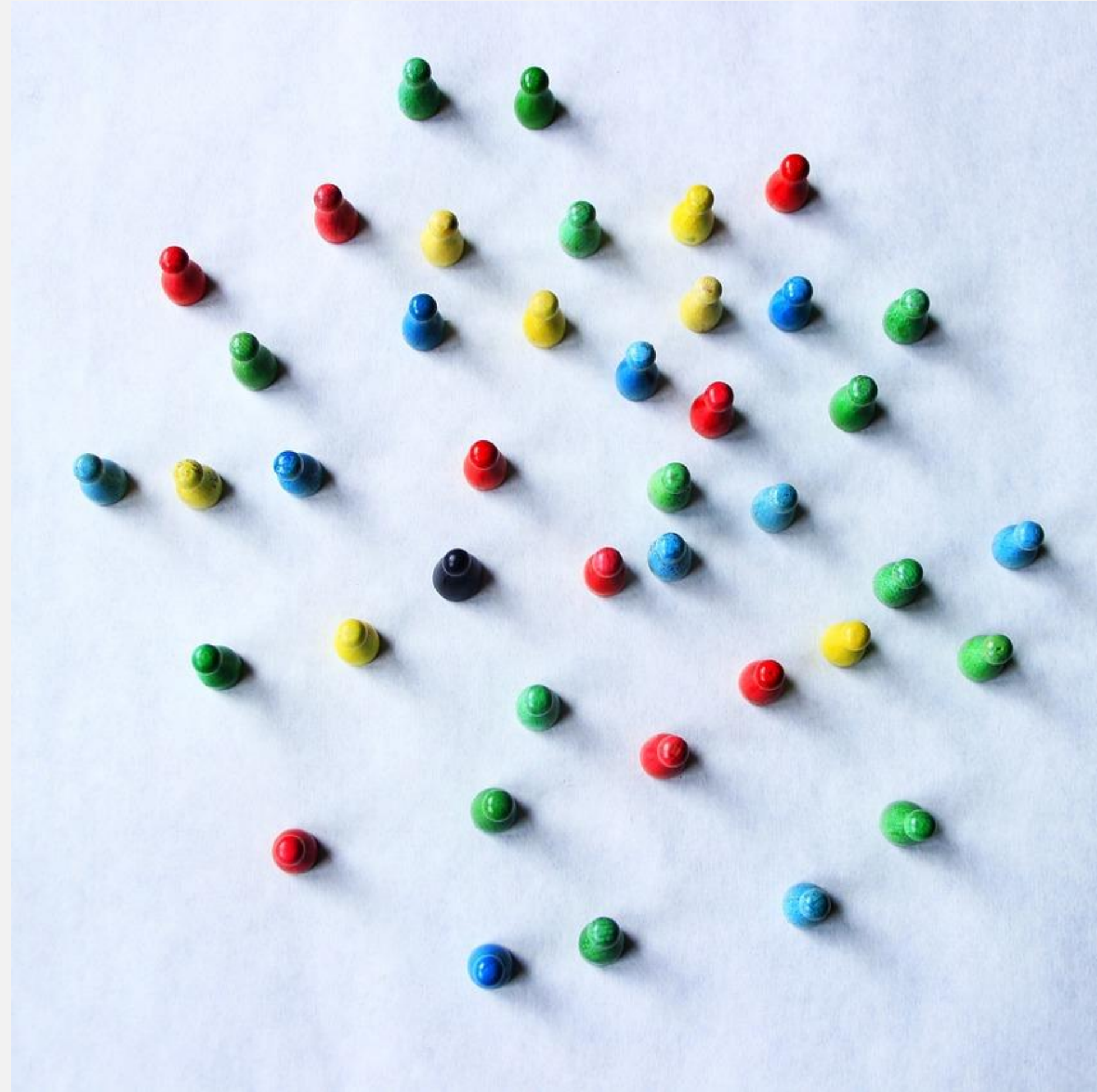
Staying curious about the other person's perspective

Asking questions to build understanding

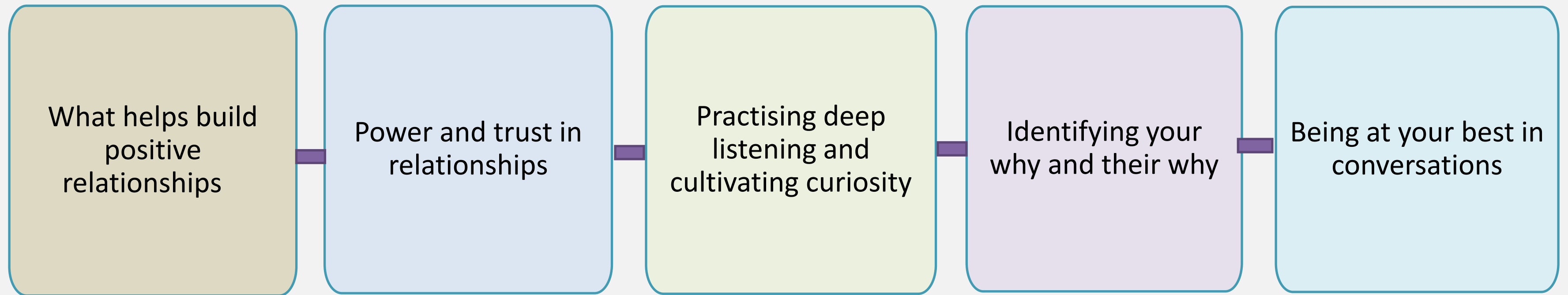


Freewriting

1. Why do you want/need to connect with this person?
2. What do you want to share with this person about the project?
3. Put yourselves in their shoes think about what you know about them already - why might they be interested in being involved or supporting this project?
4. What are you curious to learn more about in this conversation?
5. What might pull them closer, what might push them away? What will help them hear what you have to say?



What we've covered



Good Luck!

