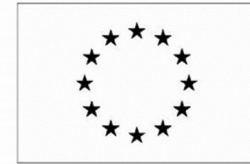




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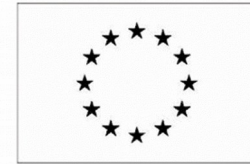


COMMUNICATION AND BEHAVIOUR



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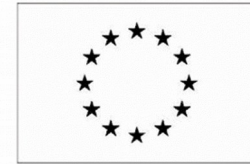


HOW TO TREAT **OTHERS** AND LIVING TOGETHER IN HARMONY



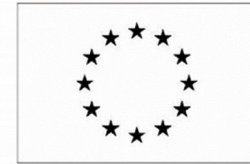
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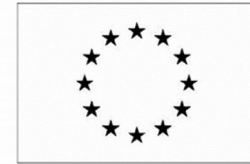
What is the magic ingredient ???

What alchemical formula will
make me reach the goal of the
lesson in which I'm
participateing?



A Deep, Authentic, Desire
to LEARN

A strong desire to increase my ability to
communicate with the OTHERS



My happiness,
my social recognition
my popularity -

My well-being and that of my loved ones

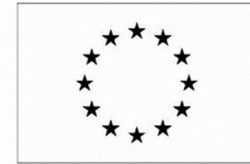
They depend largely on the

My ability to communicate with the Others



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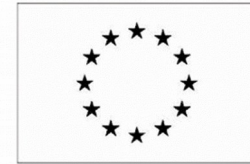
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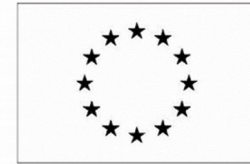
Reflect on what will be displayed
and ask

HOW you GOULD PUT
PRACTICALLY

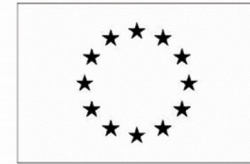
the suggestions of the course



Remember that to achieve a real improvement in capacity **MUST DO**, it is not enough to listen to the lesson, **YOU MUST LIVE IT**, then you must take up your notes with strict frequency and still not enough. **EVERY DAY YOU MUST REFLECT, AT THE END OF THE DAY, ON WHAT WE HAVE LIVED** in order to analyze our behavior and determine whether it is in line with the objectives of the course in which we participated.



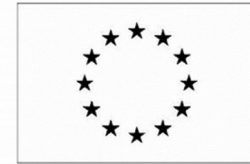
Share with a fellow practitioner, the principles you are going to learn and Commit each other to point out with kindness and benevolence, one to another, every time that we disregard the "We live together in harmony" principles that you chose to follow.



Bernard Shaw once said
"If you teach something to one, only with words,
not ever learn"

Learning is an active process.

**YOU LEARN ONLY BY
PRACTICING**



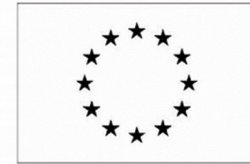
Remember that under stress, the strain of modern life is very easy to disregard the objectives that we set ourselves to persevere.

ONLY IF WE MAINTAINING A CONSTANT INTENTION we will reach to new habits and we will live a naturally condition of being in harmony with creation.



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1) developed in you a strong desire to get to know the principles and rules of live in harmony the social relations.

2) discipline yourself to put into practice the principles you learn. Only you learn by practicing.

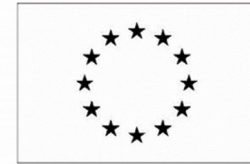
3) each day you reflect on what you have put into practice, noted the progress and the situations in which you were not able to succeed. They are useful feedback to improve.

4) induce your practical companion to make you detect shortcomings, potenziere your INTENTION.



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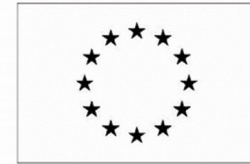


BASIC STRATEGIES TO COMMUNICATE WITH THE OTHERS

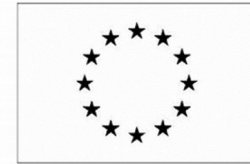


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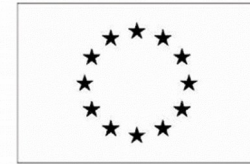
"IF YOU WANT TO HAVE THE
HONEY, NOT TO GIVE KICKING
TO HIVE"



Instead of condemning the actions of the people,
we seek rather to understand it.

We try to imagine why the other does what he
does.

Try to understanding. It is much more useful and
interesting that to criticize, condemn, complain



Try to Understand generates

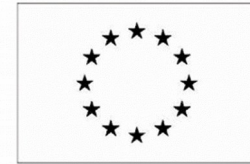
SYMPATHY,
TOLERANCE
KINDNESS.

"Who knows everything, forgives everything"
God does not judge any man before that
has come the end of his days, because
we should be more precipitous us?



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PRINCIPLE 1

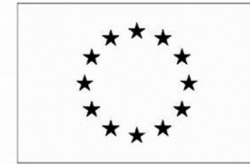
PRINCIPLE 1

Don't criticize,
Don't condemning,
Don't reëcriminate.



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"The big secret to
COMMUNICATE
with people"

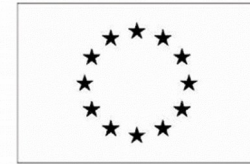


There is only one way to get
what we want!
TO ENSURE THAT THE OTHER
PERSON WANTS WHAT WE
WANT.

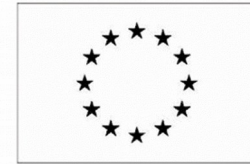


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But usually people
WHAT THEY WANT?



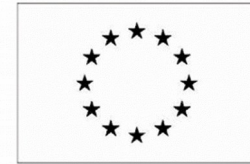
What what people want:

- Health and its preservation
- Food
- to sleep
- Money and the things that you can buy with it
- love
- Sexual gratification
- The happiness of the children
- **FEEL IMPORTANT FOR SOMEONE OR FOR MANY**

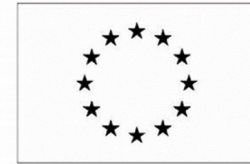


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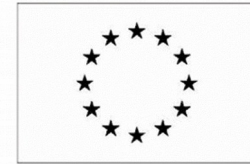


Sigmund Freud said that behind every human action there are two reasons:
the sex drive
the desire of magnitude



John Dewey, the American philosopher, argued that the deepest need of human nature is

"The desire to Be Important"

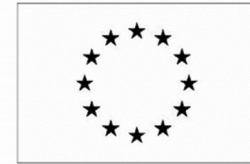


To satisfy the Other's need to feel important
we have to KNOW EACH OTHER and appreciate
SINCERELY
for what is useful for Other.

SINCERELY appreciate it. Do not flatter him.

LEARN TO LISTEN AND READ EACH OTHER.

Let us remember that everyone can express themselves
as they like, but and always will say only what he really
is.

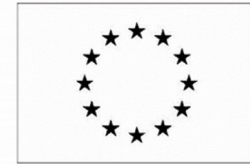


Tell me how you satisfy the desire to feel important and you

I tell you who you are.

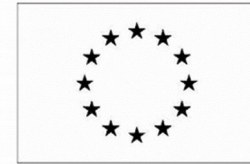
- To satisfied such desire to be important for many John Rockefeller built a huge and modern hospital in Beijing.

- Dillinger became a bank robber. While the FBI hunted him took refuge on a farm. He introduced himself with these words: "I'm Dillinger! I will not hurt you. But I AM Dillinger" was proud to Be Recognized Public Danger Number One



A **SINCERE APPRECIATION** gives positive results as it feeds the positive vibrations of the individual.

A **CRITICAL**, gives negative results because it feeds the negative vibrations of the individual



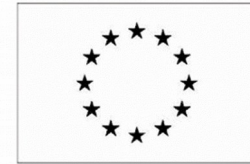
"I go to The road of life just one time, every good thing I can do, any kindness that I can manifest against another Being Human lasciatemela do immediately. Fatemela not postpone or forget, because of I will pass this way only once "

The appreciation must be sincere and honest, bestow warmly praises deserve. And watch what will happen....



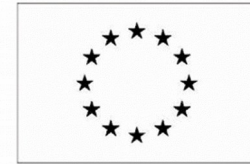
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“I go to The road of life just one-time, every good-thing I can do, any kindness that I can manifest against another Being Human let me do it do immediately. don't let me postpone or forget, because of I will pass in this way only once ”

The appreciation must be sincere and honest, bestow warmly deserved praises. And watch what will happen....



PRINCIPLE 2

be generous in expressing

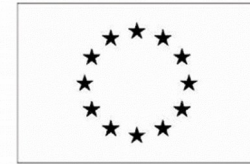
HONEST AND SINCERE

APPRECIATIONS

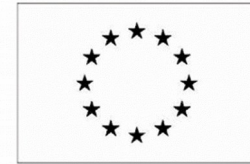


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Who will follow me will have the
world from its, who will not, will
walk alone in the desert



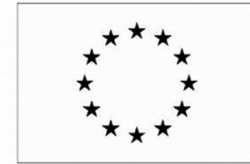
Before you throw us into situations
landlocked or counterproductive
chatters is better to
ask ourselves

"What can I do, how can I act because
this person come to desire the same
thing that I want?"



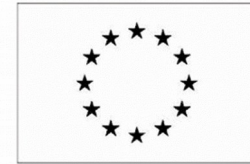
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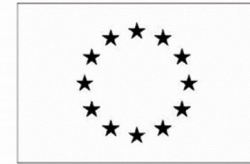


Henry Ford said that the secret of success lies in being able to see things from the perspective of the other person, to COMPLY angle of view of others

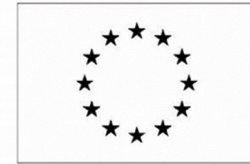
the point of view of the Other



If you are convinced of the
validity of this
rule, we reflect on the fact that 90% of
men neglect in 99% of the time that
communicates with the Others



- Involve Others looking at things from their point of view, represent the advantages and disadvantages of the situations that we intend to bring to their attention.
- We make feel other more important in the choice that must be made.
- We act so that the Other, if necessary, is free to change your mind without experiencing feelings of disappointment or frustration for his Ego



IGNITED IN THE OTHER THE SAME
YOUR WILL'.

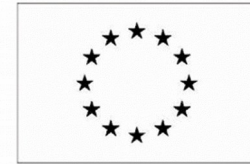
WHOM CAN DO THAT, HAS
WORLDWIDE BY HIS PART.

WHOM CAN'T DO THAT, WALKS ALONE
IN THE DESERT.



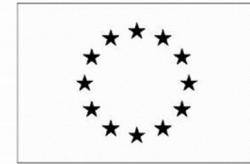
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PRINCIPLE 3:

**MAKE ARISE IN THE OTHER
YOUR SAME DESIRES**



SUMMARY: Fundamental techniques to communicate with the Others

PRINCIPLE 1

NOT FAULT, NOT ORDER, NOT COMPLAIN.

PRINCIPLE 2

be generous in expressing HONEST AND SINCERE APPRECIATIONS

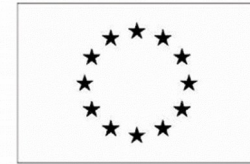
PRINCIPLE 3

MAKE ARISE IN THE OTHER YOUR SAME DESIRES

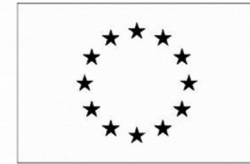


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HOW TO BE WELCOME WHEREVER



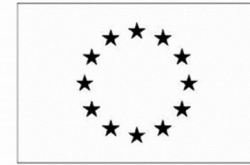
Have you ever thought that the dog is the only animal that does not work for a living?

The hen has to lay eggs, a cow has to make milk, the canary has to sing at least.

THE DOG LIVES ON LOVE WHICH DONATED

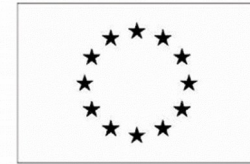


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If you want that the Others will love you , if you want to have good relationships with the Others. If you want to help the other and at the same time help yourself, keep in mind the principle:

LOVE YOUR NEIGHBOR



PRINCIPLE 4

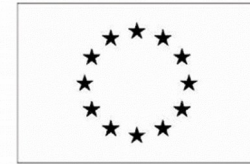
Genuinely take care about
others

AND LOVE YOUR NEIGHBOR



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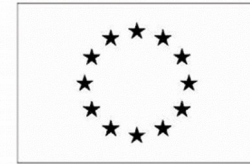


AN EASY WAY TO DO IMMEDIATELY A GOOD IMPRESSION



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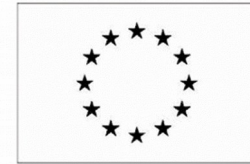
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The Chinese in ancient times
were known for
their wisdom, an ancient
proverb says:

A MAN WHO DOES NOT KNOW
SMILE

DO NOT OPEN A SHOP



■ The value of a smile:

It costs nothing but gives much.

It enriches those who receive without impoverishing who gives.

It lasts a second but his memory is eternal.

No one is so rich that they can do without, and none so poor that they feel richer to receive it.

He brings happiness in the home, the good will at work, and is the symbol friendship.

It 'a rest for the weary, a light of hope to the discouraged, a ray of sunshine to the sad, the best natural remedy for every trouble.

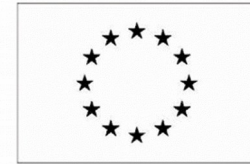
You do not buy it, nor can borrow, or steal.

No one needs the smile of someone such as who never smiles



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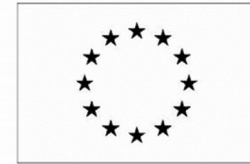
PRINCIPLE 5

SMILE

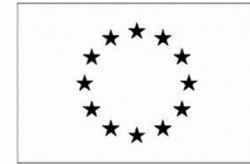


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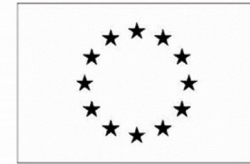
IF YOU DO NOT FOLLOW THIS
ADVICE YOU HAVE PROBLEMS



The magic power hidden in a name.

The name is the **INDIVIDUAL**, makes **UNIQUE**
among others.

And 'exclusive property of its owner, the man
It attributes such great importance to impose it
to animals, ships, cars, houses, etc.



PRINCIPLE 6

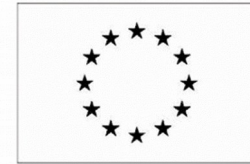
REMEMBER THAT FOR EVERY PERSON HIS OWN NAME HAS THE SWEETER SOUND AND MORE IMPORTANT SOUND IN EACH LANGUAGE.

Don't cut it short, don't mispronounce his name. Pronounced it with respect.

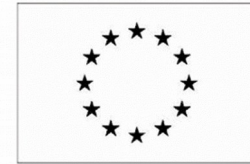


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AN EASY WAY TO BECOME brilliant conversationalists

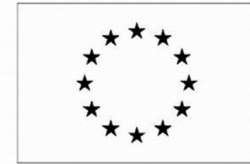


One day Robert, a 10-year-old boy, told his mother: "Mom, I know you want me very well REALLY!"

The mother, Gaia, was moved "Dear Roberto, of course I love you, perhaps you doubt it!"

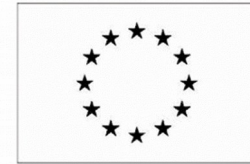
"No. I am sure that you love me because every time I want to talk to you, you stop whatever you're doing, and you LISTEN to me with the attention of those who want to understand. "

Robert answered



One of the greatest listeners of modern times, was Sigmund Freud. A patient, one day, described his way of listening as well:

- "I WAS STRUCK BY HIS ENERGY THAT CAN NOT FORGET. He has qualities that I have never seen in any other man. I HAVE NEVER EXPERIENCED ONE LISTENER AS 'CONCENTRATED. His eyes were gentle and genial. THE VOICE AND KIND. He gesticulated little. ATTENTION THAT I WAS GIVING HIM, HIS WAY TO UNDERSTAND what I said, although I expressed it awkwardly, was extraordinary. "YOU CAN NOT EVEN IMAGINE WHAT YOU MEAN TO FEEL PLAYED IN THIS WAY



PRINCIPLE 7

BE GOOD LISTENER.

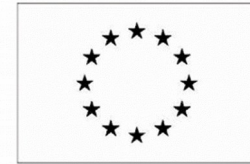
WATCH IN SEARCH OF UNDERSTANDING.

Encourage others TO SPEAK OF
THEMSELVES.



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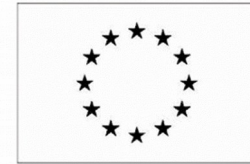


HOW TO ATTRACT SOMEONE ELSE'S ATTENTIONS



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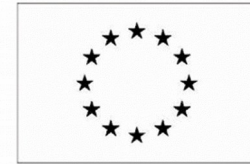
The experience of H. Herzig, director of human resources of a large American company in this regard said,

"Every time I talk about what interests my interlocutor, I draw a benefit, not only in terms of the relationships that become smooth and friendly, but also draw from the conversation a substantial profit in knowledge, I open up new horizons and improve my ability to understand the dynamics behind that particular environment".



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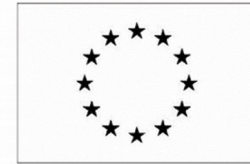
PRINCIPLE 8

TALK ABOUT WHAT IS IN OTHER'S INTERESTS.



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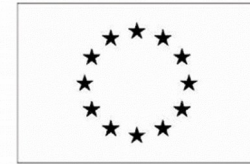


HOW BE IMMEDIATELY FUNNY TO OTHERS



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One day Dale Carnegie, in a post office, became aware that the clerk at the counter was tired and bored of his work and of his daily routine decided to act so:

"I WANT TO TRY TO RIUSCIRGLI NICE"

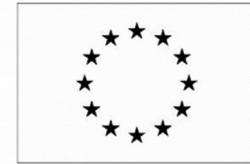
He watched the clerk and saw in him a unique detail that aroused admiration: his haircut and hair color" so while he was proceeding the postal operation, he expressed in an enthusiastic and sincere way his appreciation:

"You have very groomed hair.. What an intense color you have! I'd love to have them too."



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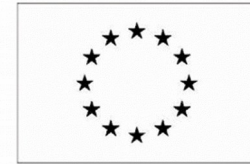


What do you think happened?

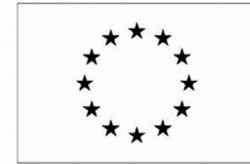


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Why Dale Carnegie acted in this way?



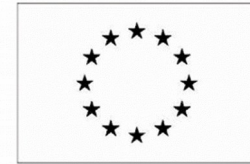
When he told the story during a seminar, one of his interlocutors asked him:
"What he hoped to achieve?"

The Dale Carnegie response was very Jitakyoei
"If we fail to create a polite phrase to give to another human being a little 'joy without expectation of compensation it means that we are in bad shape. Very bad, and just seriously "



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Philosophers have pondered for thousands of years on

the rules human relationships.

They all came to the same precept.

Zoroaster taught it in Persia twenty-five centuries ago.

Confucius in China twenty-four centuries ago.

Lao-Tsu preached to his disciples in the Han valley.

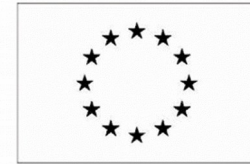
Buddha taught it on the banks of the river Gange five centuries before Christ.

Jesus, among the stony hills of Judea, expressed it to the

Twelve Apostles with the sutra :

DO UNTO OTHERS AS YOU WOULD HAVE

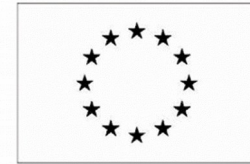
OTHERS DO UNTO YOU.



PRINCIPLE 9

Make sure that the Others feel important.

Try to achieve this with the utmost naturalness and sincerity



Six ways to BE appreciated

PRINCIPLE 4

be interested IN the OTHER AND LOVE YOUR NEIGHBOR

PRINCIPLE 5

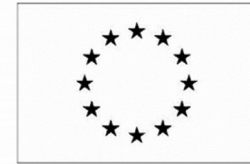
be smiling

PRINCIPLE 6

REMEMBER THAT FOR every PERSON his own NAME has THE
sweeter sound and MORE'
IMPORTANT sound in each LANGUAGE.

Don't cut it short, don't mispronounce his name.

Pronounce it with respect



SUMMARY

Six ways to be appreciated

PRINCIPLE 7

BE GOOD LISTENER. WATCH IN SEARCH OF UNDERSTANDING.
Encourage others TO SPEAK OF THEMSELVES.

PRINCIPLE 8

TALK ABOUT WHAT YOU WANT TO

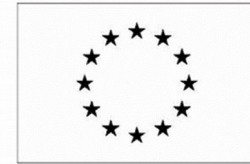
PRINCIPLE 9

Make sure that the Others feel important.
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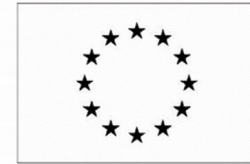


HOW TO CONVINCĒ PEOPLE TO SHARE YOUR OPINIONS

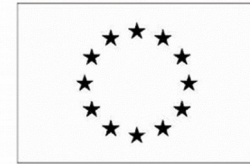


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It's impossible just discussing to
hope to have the upper hand



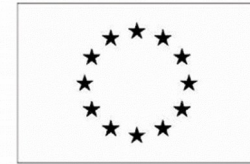
Dale Carnegie one evening was attending a dinner in honor of the Australian aviation ace, Sir Ross.

Sir Ross told a story centered on the citation:

"There is a God who gives shape to our plans anyway we paint them" stating that it was recorded in the Bible.

It was not true, the quote is from Shakespeare. So Dale Carnegie, without having been questioned on the subject but strong in his knowledge and love of truth, started to discuss in a very impressive way with the guest of honor at the dinner. However even more he stated the truth, even more the other was closing up in his conviction.

So Dale Carnegie decided to seek the advice of Frank Gammond, a man of culture known to have dedicated many years of his life to the study of the Shakespearean work



The friend Frank questioned on the subject, kicked him under the table at the Dale Carnegie ankle and said:

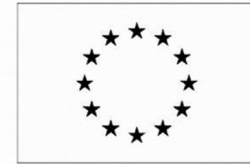
"Dale, you're wrong. Sir Ross is right" and closed the topic.

On the way back, Dale Carnegie Frank thanked the man, he knew perfectly well that the quote was about Hamlet, Act V Scene II, however, he realized that his behavior, while walking on the path of an objective truth, had strongly embarrassed the friend Frank as well as to make uncomfortable all the diners. Not to mention the fact that Sir Ross, who had not asked for any opinion on the subject had been put in difficulty and without an honorable way out to allow him to change his mind without losing his face.



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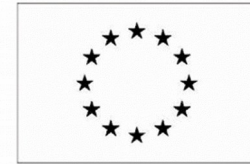


A forced belief.
Will never change their minds.

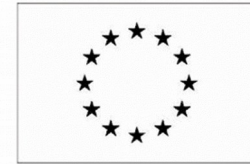


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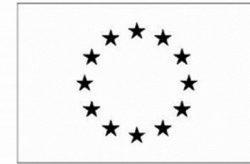
Not a forced belief will never
make change their minds.



Benjamin Franklin said:

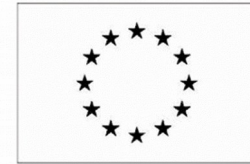
Discussing, arguing and contradicting at times you can win, but it's a Pyrrhic victory because you will never get the other's sympathy.

What is preferable to a false victory or get? The Other's sympathy and its support and consent



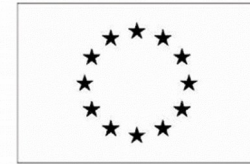
William Jay Here the body lies,
That never changed his mind or voice.

He was right, it's true but died
As it is one that is always wrong



Welcome to the difference of opinions.

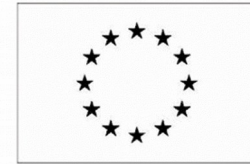
"When two people always agree, one of the two non-serving" If you find something that you had not thought of, reacting with gratitude. Perhaps this point of confrontation will provide the possibility of not making a big mistake. "



Do not trust your first impression.

"The first natural reaction to an unpleasant situation is to get defensive. Caution. keep calm and control the instinctive reaction.

- You can take big crabs.



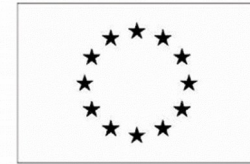
Control yourself!

*The thing that angers a person
offers a measure of its value.*



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First of all listen

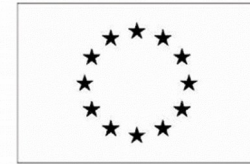
Always give the Other a chance to speak. No resistance, defenses or discussions. This only creates barriers.

Build bridges of understanding and not misunderstanding walls.



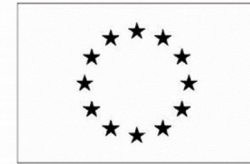
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Look for points of agreement.

After to have allowed to the
other to talk, considered aspects
on which there is agreement.



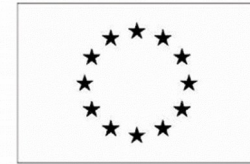
Frankness

Seek your own errors and declared. Apologize when you're wrong. It will serve to disarm the Other and to reassure him.



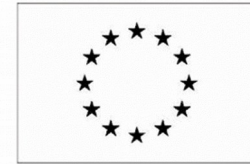
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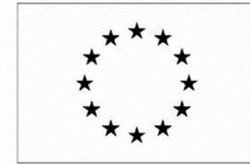
Promise to rethink to Other's ideas and study them carefully.

and then do it seriously. It may happen to be in the wrong. Now it is much easier to be available towards the Other arguments. We will not continue on the road taken at the risk of being told: "I tried to tell you, but you did not want to hear."



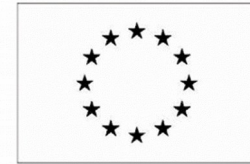
Sincerely thank the Other for his interest

Anyone who bothers to disagree on someone's ideas, demonstrates real interest in the same arguments. Expressing a genuine desire for clarification can turn the Other into a real interlocutor.

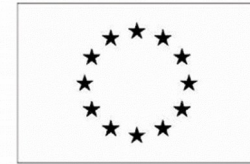


Before taking action take the time to reflect on the matter.

Propose a second meeting the same day or the following day when everything will be clearer. In the meantime, ask yourself the following questions and search for within yourself honest answers.



- The other might be in right?
- Partially right?
- There is a part of true or valid in his position or argument?
- I'm reacting to find a solution or to satisfy my ego?
- My reaction approach or depart the Other?
- I will lose or I'll win?
- If I'll win what price I have to pay?
- If I remain in silence, the divergence will deflate like a soap bubble?
- This difficult situation bring to me some advantage?
- Prolonging this situation what price I will pay?



Let's apply the principle of Judo "if one pushes the other pulls," to the discussion.

We know that if you push in two will not succeed to improve the practice of Judo

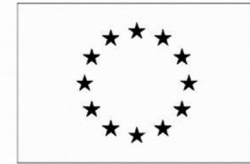
When one speaks (pushes) the other listens and learns (pulling him).

Let us reflect. If it comes in two communication does not exist, but only noise and decanting of bile



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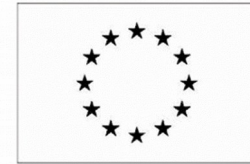


Let's apply the principle of Judo "if one pushes the other pulls" to discussion.

We know that if you are simultaneously in two to push, neither side will improve in judo.

So in the discussion if when a one speaks (pushes) and the other listen (pulling): we have a situation of learning.

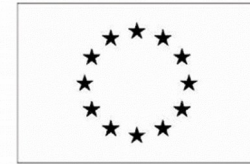
Let us reflect. If when two people are talking together and never a person listen, there is no communication, we have just noise and decanting of bile.



PRINCIPLE 10

The best way to win an argument is to avoid it

Martial arts and sport don't teach to fight to never fight?



HOW TO MAKE ENEMIES OF SURELY AND HOW INSTEAD AVOID DOING THAT.



- Theodore Roosevelt, US President, said that for him the maximum was to find himself on the side of reason in 75% of cases.

Beautiful suction for one of the smartest man of the twentieth century.

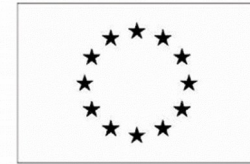
- Being sure to never be wrong 55% of the time, the stock exchange on Wall Street, it would possible to earn **ONE MILLION DOLLARS A DAY.**

- If you are not sure even this percentage, because to say the Other who is in error.

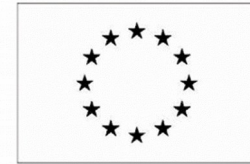


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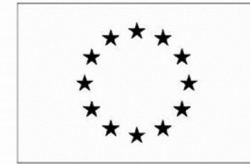
- Even under the best auspices it is difficult to change the Other idea.
- Why make our action even more difficult?
- Why put us at a disadvantage?



Try to teach as if you do not teach
Propose innovations such oversights

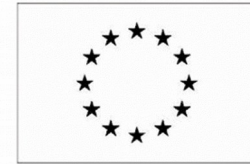
"You can not teach anything to people.
You can help them discover that they already
possess in Himself all that there is to be
learned."

1564-1642, Galileo Galilei.



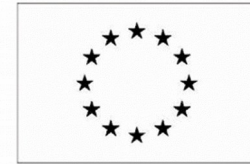
Be wiser than the other,
if you can;
But, never go to tell him.

■ Lord Chesterfield Quote, turning to his son



I know only one thing.
I know that I know nothing.

Socrates to his followers Athenians



Some practical suggestions in this regard :

"Well, you see, I think differently, but maybe I'm wrong. It happens often, so when it happens I want you to correct me, I appreciate it because it helps me. Let us examine the question

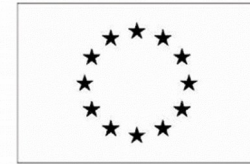
" Maybe I'm wrong!. It often happens. Let us examine the problem ... "

" Maybe I'm wrong! Let us examine the problem.... "



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PRINCIPLE 11

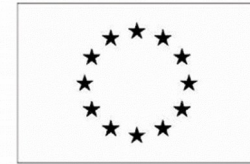
Show respect for the opinions of
the Others.

Never say "you're wrong"



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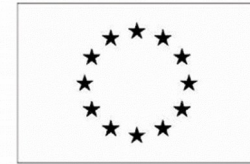


WHEN YOU ARE IN ERROR
ADMIT YOUR
TORT



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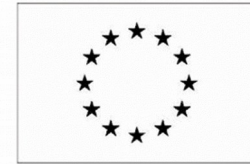
FIGHTING YOU ALWAYS GET
LITTLE,

WHEN YOU YIELD ALWAYS GET
MORE THAN YOU HAD HOPED



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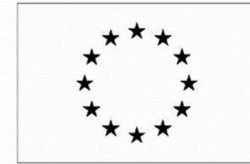
PRINCIPLE 12

If you are wrong, admit it quickly
and dispassionately.

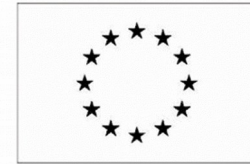


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A DROP OF HONEY



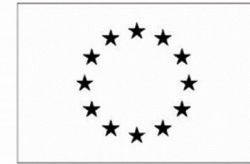
"A drop of honey takes more flies than a gallon of gall."

If you want to conquer the Other to your cause, first convince him you are his sincere friend. And 'This is the drop of honey that will win his heart that, think what you will, is the main road to reach his Reason.



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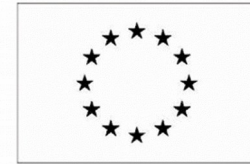
PRINCIPLE 13

Always begin showing yourself
friendly

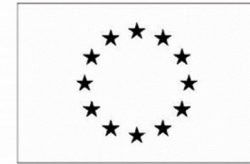


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THE SECRET OF SOCRATES

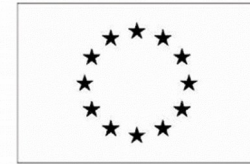


When we discussing with the Other, we must begin a dialogue on the things on which we agree.

Emphasize and agree on the points of contact, share that you are pursuing the same goal.

Check with the method to achieve the purpose in order to reduce the differences to mere points of view that it is possible to exchange one another as opinions.

Bring the Other to say more Yes and never NO, induce to **GROW AND PROGRESS ALL TOGETHER.**



■ Socrates, one of the greatest philosophers that the world knew, was honored as one of the most persuaders sages that ever influenced this world of bullies:

His method was to put questions to the Other who could only respond with a yes or a expression of consent and sharing. Even his fiercest opponents must, in short, to approve and share his conclusions and arguments.

A Chinese proverb says:

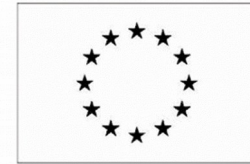
**SLOW AND STEADY WINS THE RACE; WHO GOES SLOWLY, STAY
HEALTHY AND GET FAR.**

BE CAUTIOUS IN COMPARISONS WITH OTHERS



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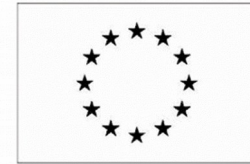
PRINCIPLE 14

Be careful in comparison with the Others and make sure that your interlocutor is called on to answer "YES" from the beginning.

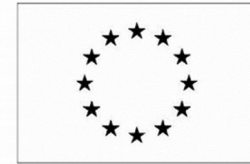


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THE SAFETY VALVE TO DEAL WITH THE COMPLAINTS



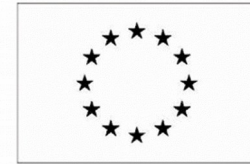
When we want to make others share our ideas have a habit of talking too much, to argue, explaining in details.

This approach leads us to proceed with verification and evaluation. The judgment creates chain reactions and you end up on what the ancients called in some cultures the Pillars of Opposites.



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What to do then?

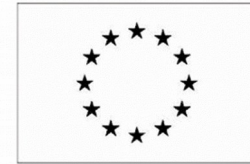
Better to introduce in short the topic, and ask what are the advantages that the Other recognizes in the question. Let's that are the Others to talk about the topic, find out things we do not know at all, our interlocutor will feel important and will help us.

In this way we will avoid any complaints.



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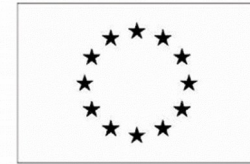
PRINCIPLE 15

Let the Other speak freely,
encourage him to do so.

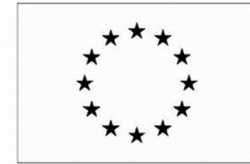


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HOW TO SUCCEED IN COLLABORATION WITH OUR SIMILAR



In the world there are more than 6.5 billion people.

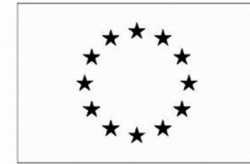
Everyone wants to be important, and guide the actions of the Others.

If we enter in this competition becomes difficult to live.



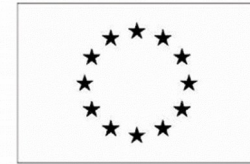
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Lao-Tse twenty-five centuries ago taught this precept:
"The reason why rivers and seas receive the homage of the hundreds of mountain springs is that rivers and seas are in position down respect to mountains. So the rivers and the seas we reign on the mountain springs."

The sage who want to rise above the men himself puts below them. Thus, although his place is on the people; their do not feel a weight and their ego is not offended.



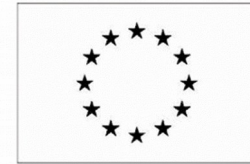
PRINCIPLE 16

Give to the other the impression
that the initial idea was his own



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A SYSTEM THAT WILL WONDERERS

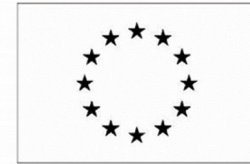


Remember that the Other can also be quite wrong, but he is convinced otherwise.

NOT CONDANNATELO. TRY TO UNDERSTAND.

Only People Jitakyoei, tolerant and outside Common succeed.

Ask yourself: "If I were in the shoes of this here, as I would act? How would I feel?"



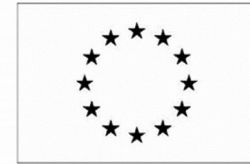
PRINCIPLE 17

Try honestly to see things from
the point of view of the Other.

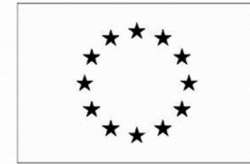


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WHAT EVERYBODY WANT

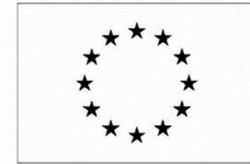


- It would be nice to know the magic formula that has the power to put an end to any discussion, to raise mutual understanding and ensure that the other to listen to us.

- Start with the THINK and then SAY "I do not blame you at all if you think so. Indeed in your shoes I would do the same! "

- LOOK WHAT YOU'RE LYING!

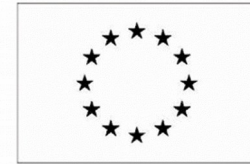
- Let's think! If I had the body, mind and heart of Al Capone and if I lived exactly his own vibrations, emotions, traumas, joys and sorrows at the same time and in the same environment, the city of Chicago thirties, I'D BE AL CAPONE; then I would act as AL CAPONE.



Men all want to be understood, including, consulates.

When a child is hurt immediately shows the bruises and small wounds to draw the attention of parents and receive a gesture of solidarity.

Similarly adults, they like to talk about their troubles, of diseases, problems with the same baby purposes:
Draw attention and receive solidarity, understanding, help.



PRINCIPLE 18

Be understanding to the ideas and desires of the Others.

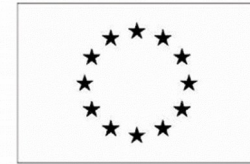
Expressed attention and solidarity, offer your help.

A Jitakyoei man, that is, his value is based on to the proportion in which he is useful to the other.

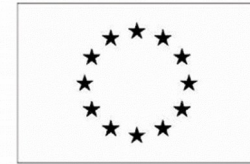


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AN APPEAL NOT STAY UNHEEDED



A man is normally urged to act by two reasons.

One is that he knows only his ME.

The other is the one who knows only his I AM.

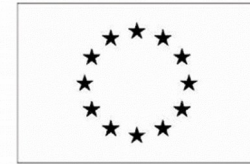
the latter reason

It has a noble connotation and responds to an ideal.



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PRINCIPLE 19

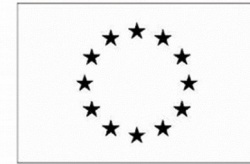
PRINCIPLE 19

MAKE APPEAL TO NOBLE
REASONS AND ON IDEALS, AND
THE OTHER WILL BE WITH YOU.



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CINEMA AND TV DO IT: WHY 'YOU NOT?

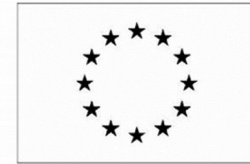


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Every news, every show lives on dramatization, a technique for communication used and abused with the purpose of attracting public attention.

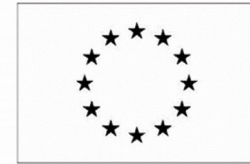


When we present our ideas to the Other, we stage the different aspects that compose our project, which we use the concept of dramatization and let to the Other the choice, by doing so you get more of what are normally in our expectations.



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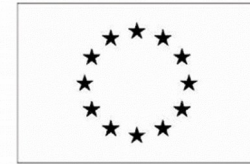
PRINCIPLE 20

Dramatized your ideas

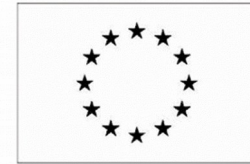


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IF YOU DO NOT SUCCEED IN NO
ONE WAY,
SO TRY THIS SYSTEM



What is the driving factor in job?
Is its aspect stimulating?



THE BIGGEST MOTIVATING FACTOR IN JOB IS THE WORK
SAME!

THE WORK THAT IS MADE, THE CONTRIBUTION THAT EACH ONE
GIVE WITH THE GOAL TO TRANSFORM THE JOB IN AN
EXPRESSION OF REALITY WE HAVE DESIGNED, ENGINEERED, GOT
UNDER WAY

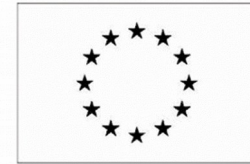
THIS IS WHAT WE ALL LOVE: TO ENTER THE CHALLENGE,
GIVE THE BEST OF ONESELF, EXCEL AND WIN TOGETHER.

REMEMBER! THE DESIRE TO FEEL IMPORTANT!



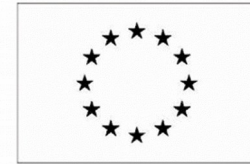
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PRINCIPLE 21

A challenge to grow and
progress together in harmony



SUMMARY

How to convince the other to share your opinions

PRINCIPLE 10

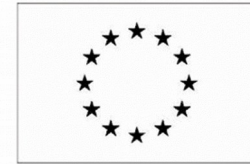
The best way to get the better of an argument is to avoid it

PRINCIPLE 11

Show respect for the opinions of the Others. You never say "you're wrong"

PRINCIPLE 12

If you are wrong, admit it quickly and dispassionately.



PRINCIPLE 13

Always begin by demonstrating a friendly behavior

PRINCIPLE 14

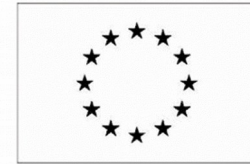
Be conservative in comparison with the other and make sure that your partner is called on to answer "YES" from the beginning.

PRINCIPLE 15

Let the Other to speak freely, encourage him to do so

PRINCIPLE 16

Let the others think of having had first the right idea



PRINCIPLE 17

Try honestly to see things from the point of view of the Other

PRINCIPLE 18

Be understanding to the ideas and desires of the Others.

Expressed concern and solidarity, offer your help.

A Jitakyoei man, that is, he is valuable as he is useful to other

PRINCIPLE 19

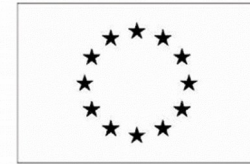
MAKE APPEAL TO THE GROUNDS AND NOBLE IDEALS, AND THE
OTHER

WILL BE WITH YOU.



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PRINCIPLE 20

Dramatized your ideas

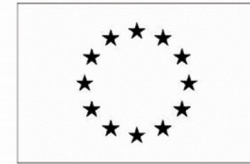
PRINCIPLE 21

Challenge to grow and progress
together in harmony



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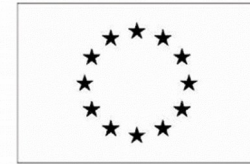


How to change the opinion to others without offending and arouse resentment

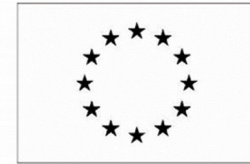


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if you must criticize a defect,
here's how:

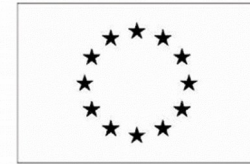


- Before drilling a tooth the dentist injects the anesthetic.
- So before criticizing a fault, you start with sincere praise and appreciation for all the good qualities of the Other, in this way you can help the other person understand their own shortcomings without hurting him.



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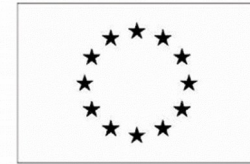
PRINCIPLE 22

ALWAYS START WITH PRAISES
AND SINCERE APPRECIATION

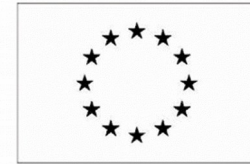


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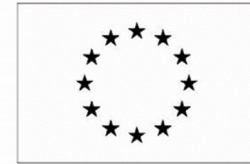
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SPEAK ABOUT YOUR MISTAKES AND FAULTS



If we want speak of an error or a fault of the Other, first we may try to understand the reasons and the context in which it was expressed and then consciously choose to approach the subject. At this point we try to figure out if this error was committed also by us, because in that case will be more easy to speak of “Our Common error” and to make understand to the Other the importance of correcting it.



PRINCIPLE 23

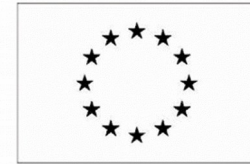
SPEAK ABOUT YOUR MISTAKES AND
DEFECTS BEFORE TO STRESS THOSE OF
OTHER

AND WHEN YOU DO, DO IT WITH THE
GENTLE AND GOODWILL, OTHERWISE YOU
ARE TALKING AS WELL ABOUT YOURSELF

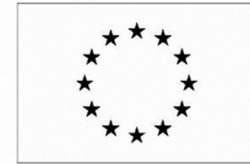


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ALLOW TO THE OTHER OF SAVE HIS FACE



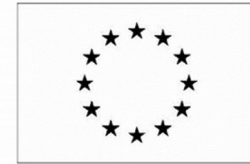
A man is always responsible for his actions:

The point is how many are the judges to whom he submits voluntarily.

We try to identify them

One is its AM I better known as EGO, in our hearts judge us relentlessly but before the other acts as our staunch defender.

It is the court that ignites our passions, pride, the desire to be always right and awakens all the worst expressions of our Being

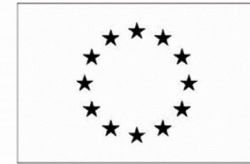


Then there is the I AM judge, better known as IDENTITY 'OF themselves

This is the wise judge who uses the understanding and apply justice with balance. His opinion carries with it the hope and forgiveness. He is the court that shows us how to learn from mistakes to become better men.

So there is I AM THE ONE WHO IS, known to whom are knowed.

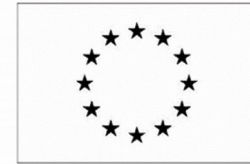
This is the judge of the Spirit, mercy and love are the tools with which he judges us. No one is permitted access to his judgment from the external street.



Discussions take place because comparing two Ego (I Am) and this generates conflict.

We can not control the Ego of the Other, but we must act on our own.

If our action does not cause reactions, the Other can escape from the implacable judgment of his Ego, and we will avoid to him to expose himself to his implacable judgment and to us to fight and deal with ours.



The writer and aviator

Antoine de Saint-Exupéry said :

*"I do not have the right to say or do anything
that demeans a man in front of himself.*

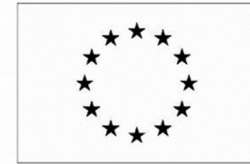
*The problem is not what I think of him, but what
he thinks of himself.*

Offend a man in his dignity is a crime. "

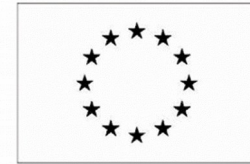


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BE SURE THAT ANY ERRORS
LOOK EASY TO CORRECT



PRINCIPLE 24

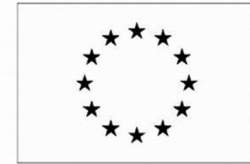
USED ENCOURAGEMENT.

demonstrate to the other how much is 'EASY
CORRECT ERRORS.

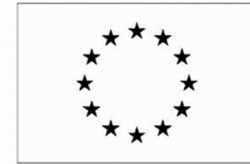
USE YOUR PHYSICS AND SPIRITUAL energy to
SUPPORT OTHER AND TOGETHER will be able to
GROW AND PROGRESS IN WELLNESS



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BE SURE THAT THE OTHER IS
HAPPY TO DO WHAT YOU ASK
HIM TO DO



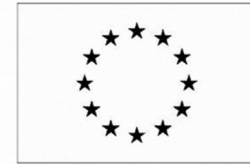
Here are 6 golden rules

- 1) Be honest, do not promise anything that you can not keep, forget your own self-interest and focused on what the Other.
- 2) Try to determine exactly what you want to achieve from the relationship with the Other.
- 3) Be sympathetic. Ask yourself what the other really wants
- 4) Consider the benefits that the person will receive by doing what you say
- 5) Consider the benefits that the Other wants to obtain
- 6) When you ask what you want, suggest it so that it is the Other to ask you to involve him.



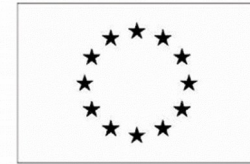
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PRINCIPLE 25

MAKE SURE THAT THE OTHER
PERSON IS HAPPY TO DO WHAT
YOU HAVE SUGGESTED



SUMMARY

How to change the opinion to others without offending and arouse resentment

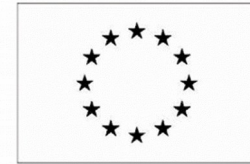
PRINCIPLE 22

FIRST START WITH EULOGY AND GO ON expressing sincere APPRECIATION

PRINCIPLE 23

FIRST SPEAK ABOUT YOUR MISTAKES AND DEFECTS THEN ABOUT THOSE OF OTHER

AND WHEN YOU DO, DO IT WITH A GENTLE WAY AND WITH KINDNESS, AFTER ALL YOU ARE SPEAKING ALSO TO YOURSELF



PRINCIPLE 24

USED ENCOURAGEMENT.

demonstrate to the other how much is 'EASY CORRECT ERRORS.

USE YOUR PHYSICS AND SPIRITUAL energy to SUPPORT OTHER AND TOGETHER will be able to GROW AND PROGRESS IN WELLNESS

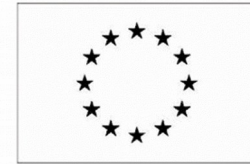
PRINCIPLE 25

MAKE SURE THAT THE OTHER PERSON IS HAPPY TO DO WHAT YOU HAVE SUGGESTED



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All 25 principles are designed to teach, through the powerful medium of the example, the lifestyle: We live together in harmony .

Excelling in all 25 principles and to be able to control them casually is very challenging, as well as executing Kata and all the techniques of your disciplines, such as for the plumber to realize a perfect bathroom suite.

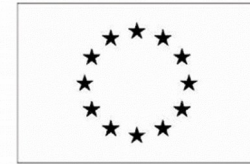
The first step is "WILL TO BE IN HARMONY WITH CREATION", subsequent ones will discover them yourself.

I would just like encourage you to take the first step. Is so that born the big stories of the brave men who have changed the world.



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