



## ADAPTING AND CONNECTING

### Objectives

- Understand the benefits of adapting our behaviours to meet the needs of others in order to improve relationships
- Learn the skills of connecting with others for better results
- Practice adapting and connecting
- Understand the relationship between 'adapting' and 'connecting'
- Use the 'Simply Connect' model

### Overview

Your effectiveness in life depends on your ability to create relationships with others – family, friends and work colleagues. Making a conscious effort to adapt and connect with others can significantly improve your relationships and personal effectiveness.

**Adapting:** to consciously modify or change one's own behaviour, with the intention of better meeting the styles of the other person and successfully connecting with them. Adapting works from the 'outside in'. Changing your outer behaviour, results in a change in your inner state.

**Connecting:** to relate to another person in an empathetic, dynamic and aware way; creating the possibility of enhanced mutual understanding and relating at an intellectual, emotional and/or spiritual level. Connecting works from the 'inside out'. Changing your inner state, results in a change in your outer behaviour.