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# The Art Of Communication



I made a conscious decision in calling it “The Art”, as nowadays communicating in a proper manner really is somewhat of a skill. In an era defined by emails, SMS, Facebook, time pressure, lack of time and the sheer hustle and bustle of it all, certain things, which would certainly enable relaxed, profound communication, fall by the wayside.

Today, let us take a look at a certain form of communication together. See if anything sounds familiar to you.

Have you ever noticed how we humans communicate? Have you ever listened to how rarely we actually say what it is we mean or truly feel, and how often people beat around the bush or cheat others?

Have you ever noticed how often someone tries to tell you something because this person would like something from you, and tries to sell it to you in a conversation in such a way making it sound like you will benefit so much if you help them. Of course, they will forget to mention how they are going to benefit from it.

Our conversations are sometimes guided by dominance, manipulation, accusations, guilty conscience or taking offence and withdrawal. According to the motto: If you don't want what I want, or do things the way I like them done, you can wait and see how far you get. I will then no longer talk to you,

you are no longer my friend, I don't like you anymore - you are being punished. I'll leave you standing out in the rain.

Have you ever noticed how somebody, who apparently has more power than you do, abused their power or position in order to make you function, as they would have liked you to? And when you don't react accordingly, you are the badie, the one stabbing them in the back, the one going behind their back, the one that must be eradicated.

If you now turn around and say that all this doesn't sound familiar and that nothing like this has ever happened to you, then it's probably for one of the following reasons:

- 1. You haven't yet realized what is going on around you.**
- 2. You yourself are somebody who uses these methods of communication and refuse to believe it.**
- 3. You live deep in the Himalayan Mountains in a cave or in an ashram in India, have been meditating for the past 20 years, and have no connection to the outside world.**

If the first point applies to you, I am not sure I will be able to open your eyes and make you see. Sometimes it is better to stay sleep. Many of us sleep - and do so for our entire lives. We are so caught up in the trance of the daily grind that we

often don’t notice anything. However, when you read this here (even if it is just out of curiosity to see what Dany is talking about, perhaps you aren’t even that fond of me), something inside you will stand up and take notice. You will have a think about it and perhaps take a closer look at your style of communication. If the second point applies and you yourself are somebody who perhaps unconsciously uses, or used this type of communication, you now have the opportunity to reconsider this. You either do it, because you believe others can’t see through it anyway; which in many instances is unfortunately the case. Or you communicate like this because this is exactly how your parents treated you as a child and you have simply adopted it. In plain English, this means that they praised you whenever you did what they wanted and talked you into feeling guilty or having a bad conscience or punished you by

Or you communicate like this because you are cold and only think about the advantages you are going to get out of it. You therefore manipulate people so that they do what it is you want them to do. You don’t listen to anybody else’s opinion but your own, because every other opinion is a potential threat to you: They might be able to see right through you - you certainly wouldn’t want that. You prefer to distance yourself from this person. You simply want to be the one in the right - no matter what the price may be! Take an honest look at yourself and see how much acting like this has cost you.

If you act and communicate like this, it also means that you constantly have an enemy. I know people around me who ALWAYS have an enemy no matter where they are! And when they don’t have one - well then, they are quick to make one.



showing lack of affection when you did something that was against their will.

This means, as a child you were already being manipulated by your parents (who didn’t know any better themselves) and now you do the same thing with the people you come into contact with because you don’t know any better yourself. Whether in business, in a partnership, amongst friends etc., remember that you are now an adult and are fully capable of learning another type of communication.

They are ALWAYS at war with somebody! ALWAYS!!! There is always somebody they just don’t get. There is always a BADDIE! When one war draws to a close - well this just heralds the beginning of the next one!

I haven’t experienced this as strongly in Asia. Everyone seems to be friends with everyone there somehow. I haven’t really experienced this either with people from the Eastern Bloc or the Mediterranean.

This is the attitude I mean: I get along with you fine today because you are being the way I like it, I’m not fond of that person over there. Tomorrow you don’t do what I want, I therefore no longer like you - but suddenly like someone else.

Do you not also think this sort of behavior somehow possess light psychotic traits or is even reminiscent of behavior on the playground more so than an adult way of behaving with each other?

I have come to realize that this type of social interaction consumes so much energy and simply isn’t any good for me.

I’ll give you an example and ask you to decide which one feels more realistic to you. I stress feel, not think!!! Another typical western characteristic. ;-) Taking an age to think something over. The main thing being not to feel. Feeling can be hurtful.

**Now the examples: Image you are having a discussion and somebody says:**

A.) What you have just said, what you have accused me of, isn’t true. Apart from that, it is hurtful, I feel upset and it makes me feel like I am not good enough.

**Or instead they say:**

B.) What were you thinking of saying something like that to me? Who do you think you are? Get lost; nobody speaks to me like that! I’m the one who calls the shots!

**Or instead:**

C.) You say nothing, become withdrawn and keep your feelings to yourself.

Personally, I cope better when a person is completely honest in a conversation and just says exactly what they are thinking. I personally prefer variant a. When friends say: “Hey, that really hurt me”, then I automatically stop. I calm down, apologize and take a look and see what exactly hurt them. Perhaps it is only a miss-understanding and something I said, really wasn’t meant the way it came out. Maybe this person is being reminded of something that caused them pain in the past - something they know. So I shouldn’t stick the knife in any further.

But how often do we really communicate like this? In everyday situations, aren’t we more likely to use variant b or c? According to the motto: Attack is the best form of defense.

What would it be like if we tread a little more carefully, let more sensitivity flow into our conversation or dared to say how we were feeling?

I know nothing like this is asked of us in business. But isn’t it exactly here that dropping all pretense would make such a huge difference?

I am not saying that in every conversation you ought to tell the other person what you are feeling at that very moment in time. That simply isn’t possible with everyone.

But perhaps you can begin to express yourself more truthfully, say how you are feeling when it comes to the big things, the things that carry more weight or are more important to you.

The interesting thing here again is that if you are more cautious in your approach to yourself and allow yourself to feel, you will then automatically do this with other people.

In psychology, this type of communication is known as non-violent communication (as opposed to jackal language - definitely worth a google).

The true greats of networking, which I thankfully had the opportunity of getting to know in the past and from whom I and many other people have learned lots, have mastered this art of communication.

Unfortunately, I also know many networkers, who don’t possess this power.

However, I know that this is also currently changing, as I know a few new young leaders who are going in the right direction and, funnily enough, all of them have become very successfully within a very short period of time. ;-)

All the best,

Dani

**P.s. A fantastic quote related to this topic:**

“The ability to deal with people is as purchasable a commodity as sugar or coffee and I will pay more for that ability than for any other under the sun.”

John Davison Rockefeller



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