

Perceptual Positions

1st Position

SELF

- I see, hear, feel from my own perspective
- I am authentic and grounded
- I am in touch with my own beliefs and values
- I know what I want
- I can be assertive, set boundaries, and let my limits be known

Best for: pursuing my interests and taking care of myself. Internal locus of control.

Limitation: Can be egotistical, selfish

2nd Position

OTHER

- I see, hear, feel from your perspective
- I am empathetic and understanding
- I am in touch with your beliefs and values
- I sense what you want
- I can begin to predict what you'll do

Best for: Understanding another person, creating rapport, seeing things from another's point of view.

Limitation: Can be servile and acquiescent.

3rd Position

Observer

- I see, hear, feel from an outsider's perspective
- I am neutral and detached
- I am in touch with data, patterns
- I am detached from others' stress or intensity
- I can step back – be analytical and logical

Best for: Taking stock of the situation, shifting gears, discovering a new alternative or relieving strong emotion.

Limitation: Can be cold and calculating