

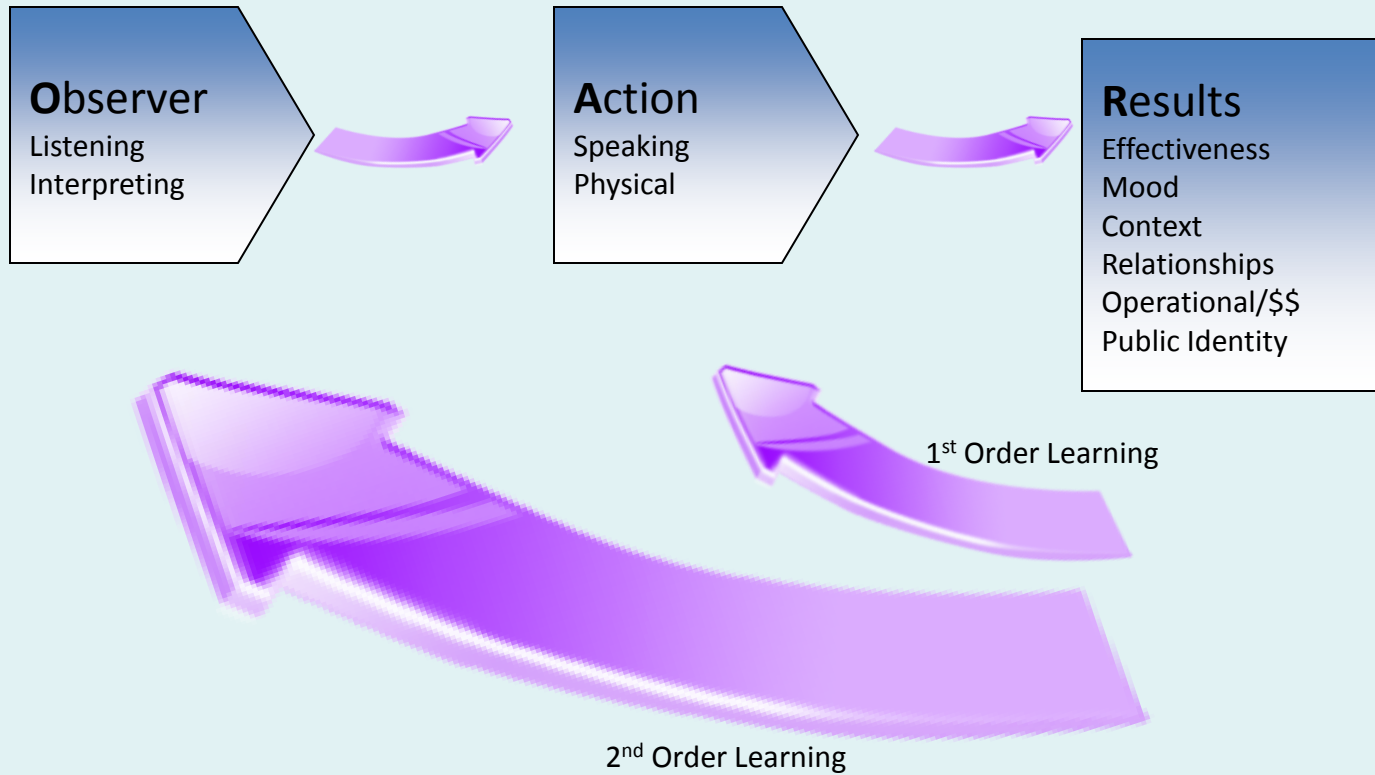
Emotions & Moods

- Emotion – A Latin word that means “that which puts you in action”
 - ✓ Emotions are always bound to a particular event
- Mood – refers to the emotional state from which action takes place
 - ✓ Moods live in the background from which we act.

The connection? When an emotion, which is linked to a particular event, becomes our mood when it stays with us long enough and results in the background “noise” from which we act.

The O-A-R Model

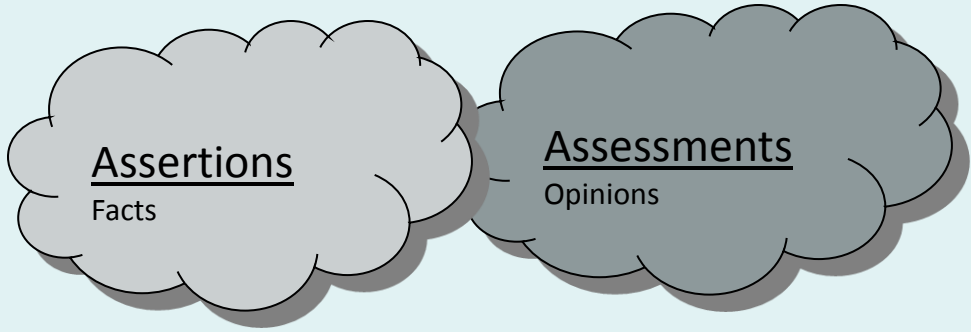
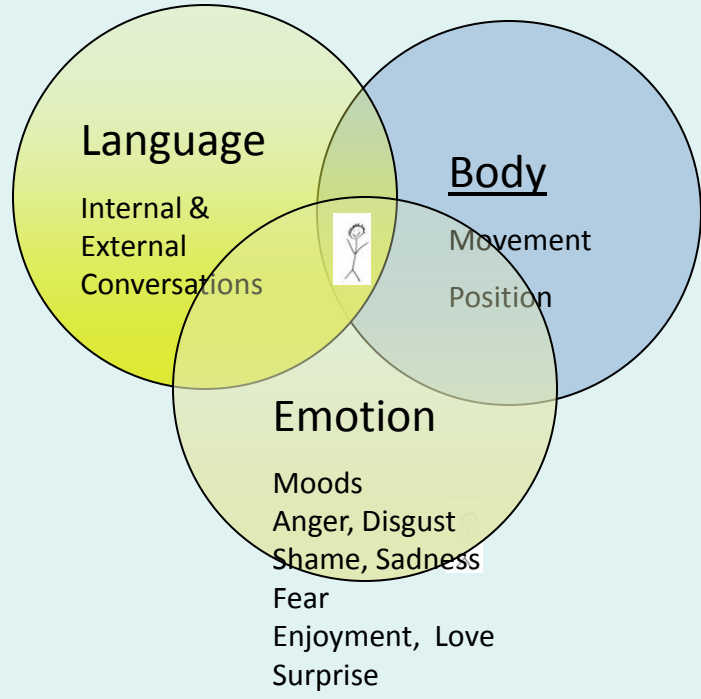
"How we do what we do, and get what we get."

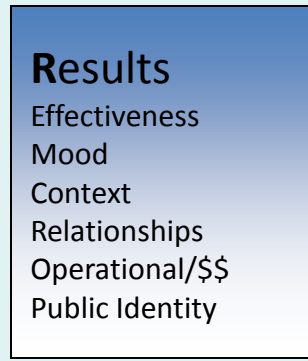
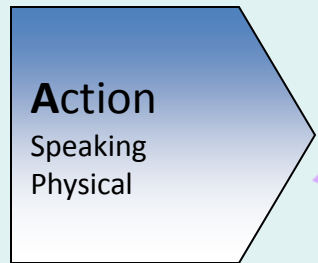
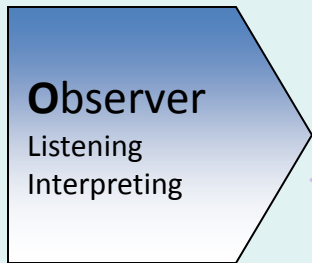


The Observer We Are

Somatic Postures

- Resolution
- Flexibility
- Stability
- Openness





Conversation Components

Request

- Speaker
- Hearer
- Future Action
- Time
- Conditions of Satisfaction
- Precedence of competence
- Mutual background of obviousness (Context)

Offer

Promise



The Observer
we are

