

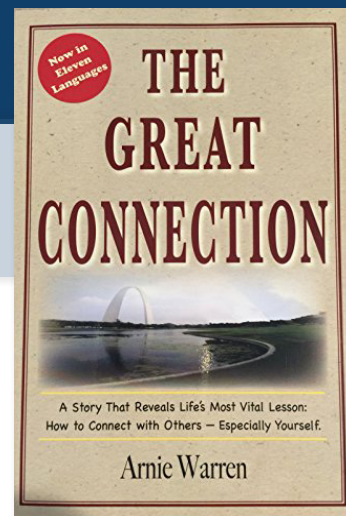


Podcast Discussion Guide: *The Great Connection*

by Arnie Warren



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1. Arnie Warren begins with Socrates' famous "know thyself" quote. Arnie suggests that understanding our behavioral style is critical to knowing ourselves, and believing in oneself requires knowing who we really are. Do you agree?
2. On page 18 in the book, Doc Crater shows Bob Hathaway the folly of seeking approval from people who don't really care what Bob does with his life. Have you ever had a similar awakening regarding your behavioral style?
3. Making changes in our behavior is often difficult. In the book, Bob Hathaway believes that trying on new behaviors requires you to stop being who you really are. Have you ever tried using behaviors outside your behavioral style? Do you think that is a good idea? Why or why not?
4. Arnie teaches a useful process to get people to talk. The steps are: "Tell me about..."; Look for Signposts; Use Brief Inserts; Pause; and Summarize. Practice this process with someone and discuss the results.
5. The "Listen, Adapt, Acknowledge" approach coupled with a reflective statement is a great way to identify someone's behavioral style. Give an example of how you could use this approach with someone in your life.
6. On page 75 in the book, Arnie explains how complimenting a person's effective traits can help them overcome their use of ineffective traits. Discuss ways this could enhance relationships in your life.
7. How can knowledge of the DISC Model of Behavior help you in your personal life or organization?