

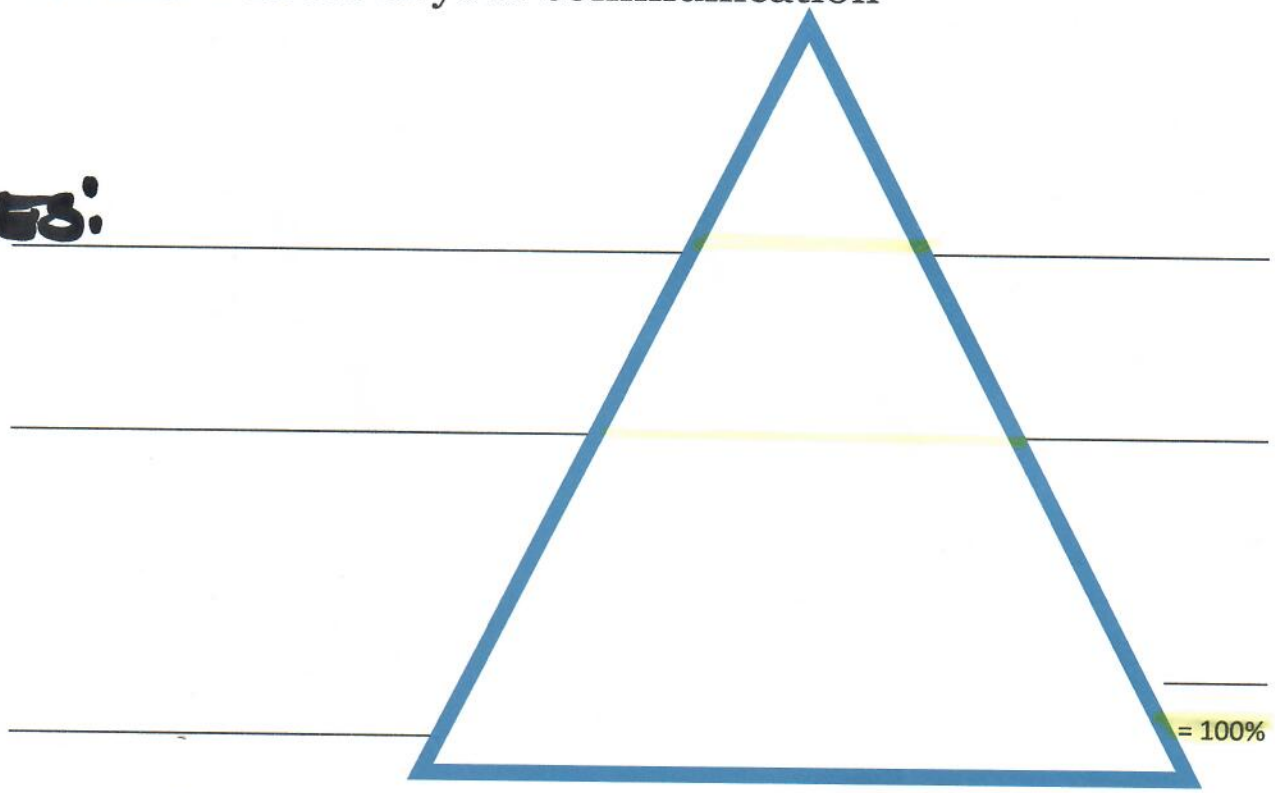
3 Exchanges of Communication, The Triad Tool

V-One: The Triad Model – 100% Communication

KNOW YOUR “TRIAD” – and others!

You Inc. = 100% of your communication

NOTES:



Do you know the three forms of communication?

Words represent _____ % of what actually influences human behavior.

Voice qualities represent _____ % of what influences another human being. In other words, how you use your voice will affect someone more than what you say.

Physiology represents _____ % of what you communicate. The way you use your body represents the majority of what actually influences people when you communicate.

Think of raised eyebrows, frowns, smiles and snarls. What about head nods, stares, comments and sniffs? yes, even sniffs convey something. Words communicate meanings depending on how they are said. Words can produce hidden messages just as easily as being silent!