

Suggested phrases to get to “The Way the Other Person Sees It”, while speaking with humility and confidence:

“I’m not sure why this is happening - what would you have me understand?”

“This is my perspective - how you see it.”

“I may have this wrong, so I would like to check it out with you. Would that be okay?”

“Is that accurate or do you see it differently?”

“In my opinion, I see it this way.. I know there are other ways to look at it – can you talk about your’s.”

“I believe that what we should do is . . . Do you have any doubts about that? Any options you like better?”

“This is how I see it. I sense you see it differently – will you talk about your view of things?”

“Did it happen that way or did I miss something?”

“I probably do not have the whole story – will you tell me yours?”

“I value our working relationship, so I want to honest and candid with my perceptions. It’s important that I get this clarified because I don’t want to be making wrong assumptions about this situation.”

“Based on what I just (observed, heard, experienced), this is how it impacted me. Did I misinterpret or miss something?”

“I might be wrong here; I am very willing to hear your side of the story.”

“We see this situation differently. Would you talk about your feeling about this?”