

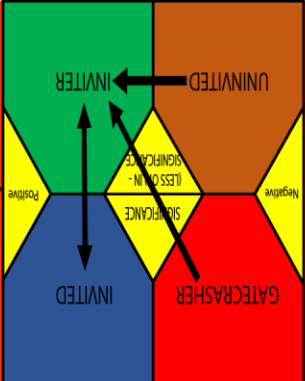
# EMOTIONAL JUDO TACTICS<sup>®</sup>

© 2 0 1 7 T I M H I G G S

|                                                                      |                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
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| <b>Empathize</b><br><b>Assert</b><br><b>Suggest</b><br><b>Expect</b> | <b>Upfront/Understanding</b><br><b>W</b> hen you...<br><b>I</b> feel...<br><b>N</b> ame the context / <b>I</b> nvite acknowledgement<br><b>W</b> hat I'd like instead...<br><b>I</b> nvoke response<br><b>N</b> egotiate if needed | <div style="border-bottom: 1px solid black; padding: 5px;"> <b>Role Reversal</b><br/>         When people are not willing to consider your view; invite them to sit in your position.       </div> <div style="border-bottom: 1px solid black; padding: 5px;"> <b>Name it to Tame it</b><br/>         When people are doing underhanded tactics.<br/> <b>Name the poor behavior with concern, in a question.</b> </div> <div style="padding: 5px;"> <b>Bandwidth Analogy</b><br/>         Tune into the bandwidth of the other person stay in INVITER and enjoy being in the moment.       </div> |
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**TRUST**

Authentic  
Behaviour  
Consistent  
Dependable  
Ethical



**WAIT**

I will fix this issue be beneficial long-term?  
 Am I following a poor pattern of behavior?  
 Is now the best time?  
 Trick? Am I tricking myself with the above answers?  
 @Tim Higgs

Sorry, this process is a bit clunky but worth it.

This card can go inside your wallet/purse. You can study it to remind yourself of certain skills, if you know you are about to go into a difficult meeting or conversation.

If you can print this out on a heavier GSM than normal paper (a light cardboard) that would be preferable. If not, paper will do.

Print the pdf out. Cut out the colored part as one whole. Fold in half along the base of the upper part so the colored parts are facing out.

Glue or sticky tape the reverse sides and press together.

Stick it in your wallet for future reference.