COGNITIVE EMPATHY. Understand the person's perspective.

What perspective comes across? How do you connect with this perspective?

EMOTIONAL EMPATHY. <u>Feel</u> with the other person.

• What emotion(s) come across? When did you have a similar emotion?

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insights-driven outcomes

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EMPATHIC CONCERN. Understand the person's perspective, feel with them, and <u>care to help</u>.

- How does the story move you to action?
- How are you going to apply what you learned about empathy?

ENGAGE ACTIVE LISTENING.



 How present are you? What are you hearing? What are you seeing? What are you thinking? How are you feeling?