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?