

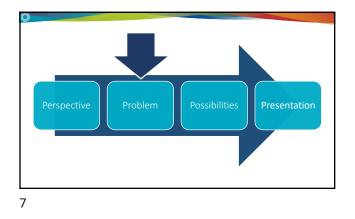
Perspective

Theory of Mind

- Example: M&M's versus Skittles
- Difference between "This is what I think" and "This is what the other person may be thinking"

Empathy

- Example: Talking to a friend who failed a test
- Difference between "This is how that would make me feel" and "This may be how my friend feels"



Problem

Understanding a client's <u>problem</u> is best achieved by looking at the problem from the client's <u>perspective</u>

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Problem

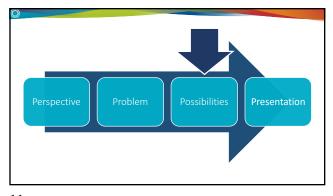
Steps to Understanding Problem

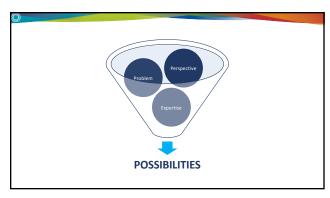
- Listen
 - Use Theory of Mind
 - Use Empathy
- Help client *refine* and *focus* the problem

Problem: Example

Students will not be physically on-campus this fall, yet we want them to still experience a sense of belonging built through connections with other students.

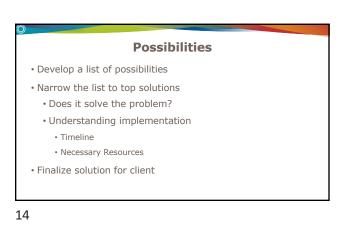
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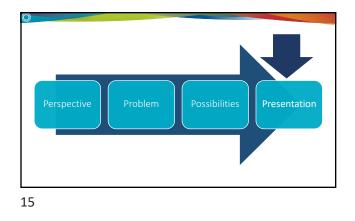


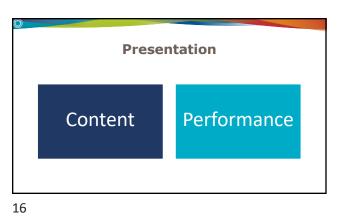


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Presentation: Content

- Use Credo's presentation template
- $\boldsymbol{\cdot}$ State the client's problem
- State the guiding question
- Provide a quote to inspire the listener
- Provide proposed solution
- Explain action steps and timeline for implementation
- Inform client of needed resources for implementation
- Concluding remarks and time for questions

Presentation: Performance

General presentation guidelines:

- Professional attire
- Speak slowly
- Remember the listeners cannot read your mind
- Present with enthusiasm
- Maintain a positive but authentic countenance

Presentation: Performance

• Give short introduction

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- Any other pre-material should remain short
- ${\boldsymbol{\cdot}}$ Spend the most time on the "possible solutions" portion
- $\ensuremath{\cdot}$ Remember to speak with "hopeful" and positive tone



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