

Curiosity Revisited

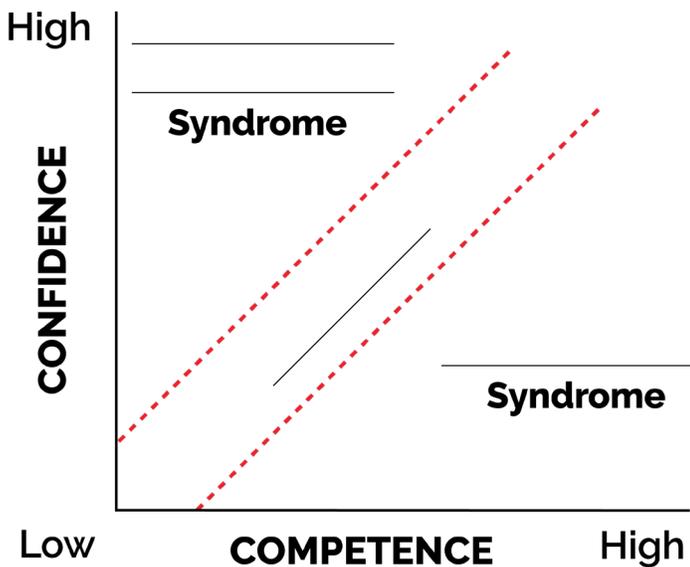
March 4, 2021

Curiosity - A strong desire to _____ or _____ something and to _____ on it.

Four Types of Curiosity

1. Curiosity and _____
2. Curiosity and _____
3. Curiosity and _____
4. Curiosity and _____

Curiosity and Confidence/Competence



Humility - is the proper understanding of your _____, _____, and _____ and the _____ to use them in the best way to help you and your team (company, family, etc).

Curiosity and Conflict in Negotiation

1. _____ Ground
2. _____ and _____ - Debate
3. _____ and _____ - War
4. Ask _____ and _____ - Dance

Curiosity and Conversation - How Not to Do It

1. "Let's just forget about the _____."
2. "I have a personal _____ about the situation."
3. "Let's _____ to _____."
4. Becoming a _____, rather than a _____.
5. _____ - "I'll agree not to destroy you, if you agree not to destroy me."

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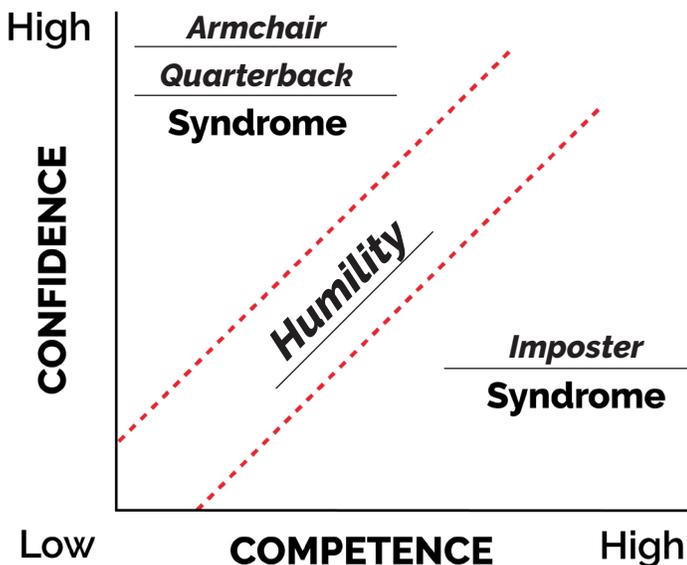
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Curiosity - A strong desire to know or learn something and to act on it.

Four Types of Curiosity

1. Curiosity and Confidence
2. Curiosity and Competence
3. Curiosity and Conflict
4. Curiosity and Conversation

Curiosity and Confidence/Competence



Humility - is the proper understanding of your gifts, talents, and skills and the ability to use them in the best way to help you and your team (company, family, etc).

Curiosity and Conflict in Negotiation

1. Common Ground
2. Proofs and Reasons - Debate
3. Defend and Attack - War
4. Ask Questions and Listen - Dance

Curiosity and Conversation - How Not to Do It

1. "Let's just forget about the problem."
2. "I have a personal peace about the situation."
3. "Let's agree to disagree."
4. Becoming a peacemaker, rather than a peacekeeper.
5. Detente - "I'll agree not to destroy you, if you agree not to destroy me."

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