

Rapport



Every human is born with an innate ability to connect to other humans. Even in its early days a baby will mimic another human being by sticking out its tongue to copy an adult and within a few short weeks will begin to smile. They do this instinctively because their survival depends entirely on their ability to develop a bond with the person who cares for them.

We build connections with other people by copying and mimicking their actions, styles, tone of voice and attitudes. We are pre-programmed to like people who are like us.

Picture two lovers sitting in a restaurant. If they are focussed intently upon each other, then they will most likely be copying or mirroring the body position of their partner. Most of the time this happens without any conscious effort. For example: if you grow up in an area with a regional accent, then later in life move away from that area, you may find your own accent naturally becoming stronger whenever you return.

We can also consciously use this innate skill to improve our relationships with others. Knowing that it is quite natural to act differently in different circumstances and with different groups of people can be liberating.

If we want to communicate effectively with people, even in potentially difficult or conflict situations, we need to match their style or “speak their language”.



Click the image to view the video

Name someone that you feel can read you well ...

Any other thoughts?

How good are you at knowing how someone else is feeling?

0 1 2 3 4 5 6 7 8 9 10

Not very good (place a circle around a number above or a write a number in the box) Really good My score

Describe a current situation in which you might benefit from asking someone for their thoughts ...

What could you do over the next few days to connect more meaningfully with someone?