QUESTIONS TO HELP SHARKS CHANGE THEIR BEHAVIORS

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1) You appear to operate out of self-interest rather than underlying principles. Is this the case? If so, why?

2) What is it about you, me or our relationship which leads you to think it is appropriate for you to treat me the way you do?

3) Why is it so difficult for you to ever admit you are wrong? What are you afraid would happen if you did?

4) How can we get on the same side against the problem rather than battling with each other?

5) It appears as if you always have to be in control. Is this case? If so, why?

6) Does your management approach ever get you what you really want? If it does, what is the cost? If not, have you thought about changing your approach?

7) Do you have any idea how your behavior impacts me? If not, would you like to know? Would it make any difference to you?

8) It appears as if you are trying to defeat me rather than working with me to solve this problem. If so, why? What could we gain from working together?

9) Why do you automatically disagree with everything I say?

10) I believe you are trying to bully me. Why do you think this approach will work? Do you really think I am going to allow you to intimidate me?

11) Why are you being rude, disrespectful, etc.

12) Do you really think I will back down just because you are talking loudly?

13) What are the principles behind your point of view?

14) What do you think you can do to increase cooperation within this organization? Could you head a committee to develop ideas to increase teamwork and eliminate self-serving attitudes?