

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?

