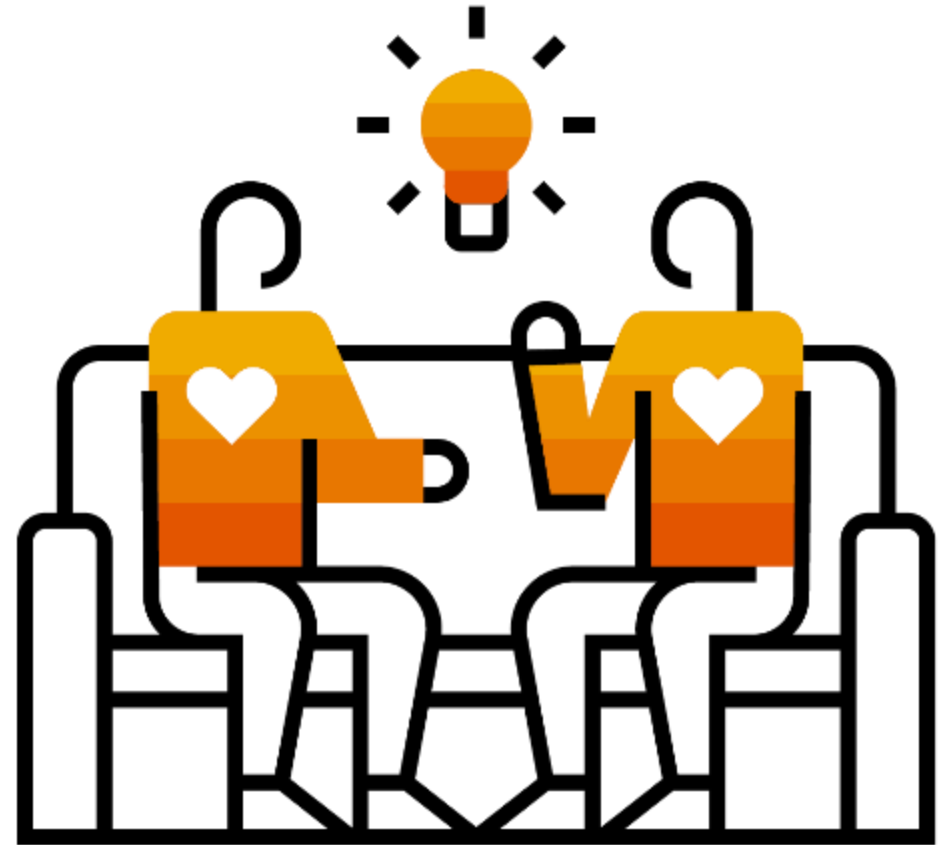


The key to human connection

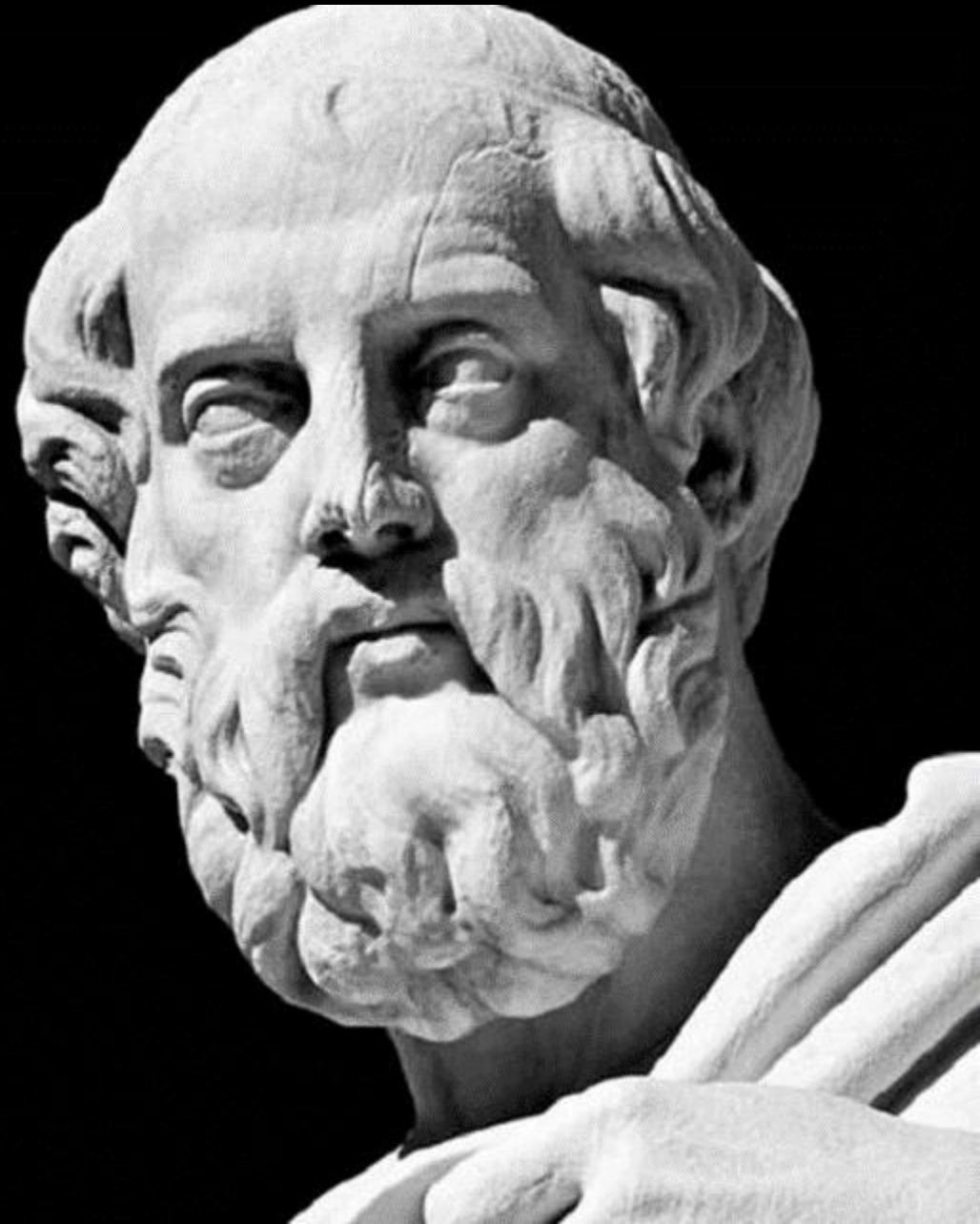
reaching customer INTIMACY

for SAP Partners – by invitation only



“Courage is knowing
what not to fear”

Plato



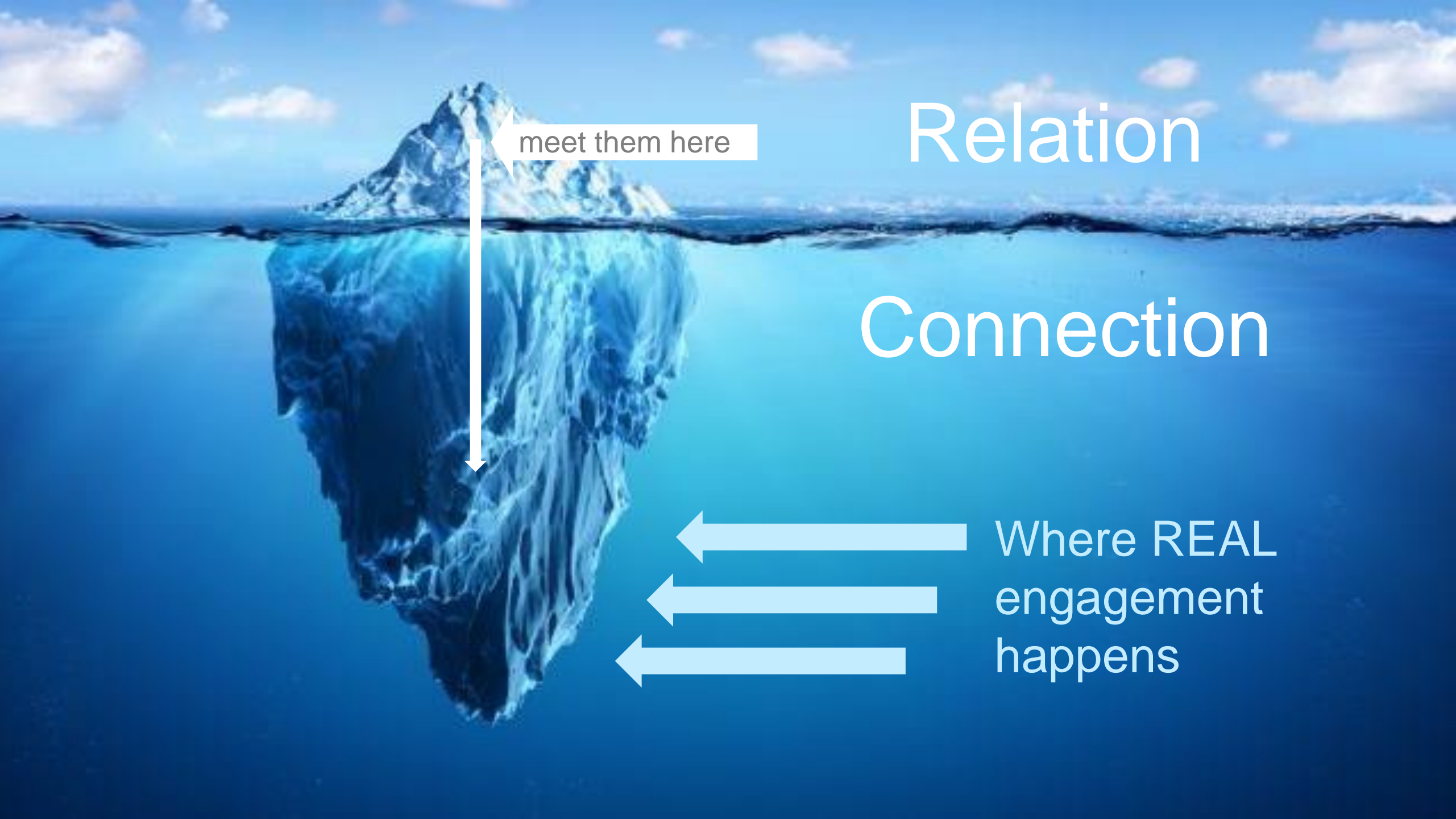
disconnection to connection



<https://www.youtube.com/watch?v=UZb2NOHPA2A>

What are the **different qualities**
between Relation and Connection?





meet them here

Relation

Connection

Where REAL
engagement
happens

DEPTH

**INFORMATION
vs. EXFORMATION**

INFORMATION

Data and Features

EXFORMATION

Relevant Stories



Victor Hugo by TÀSSIES

Think about a time when
you were at your best
performance...



... which qualities showed up?



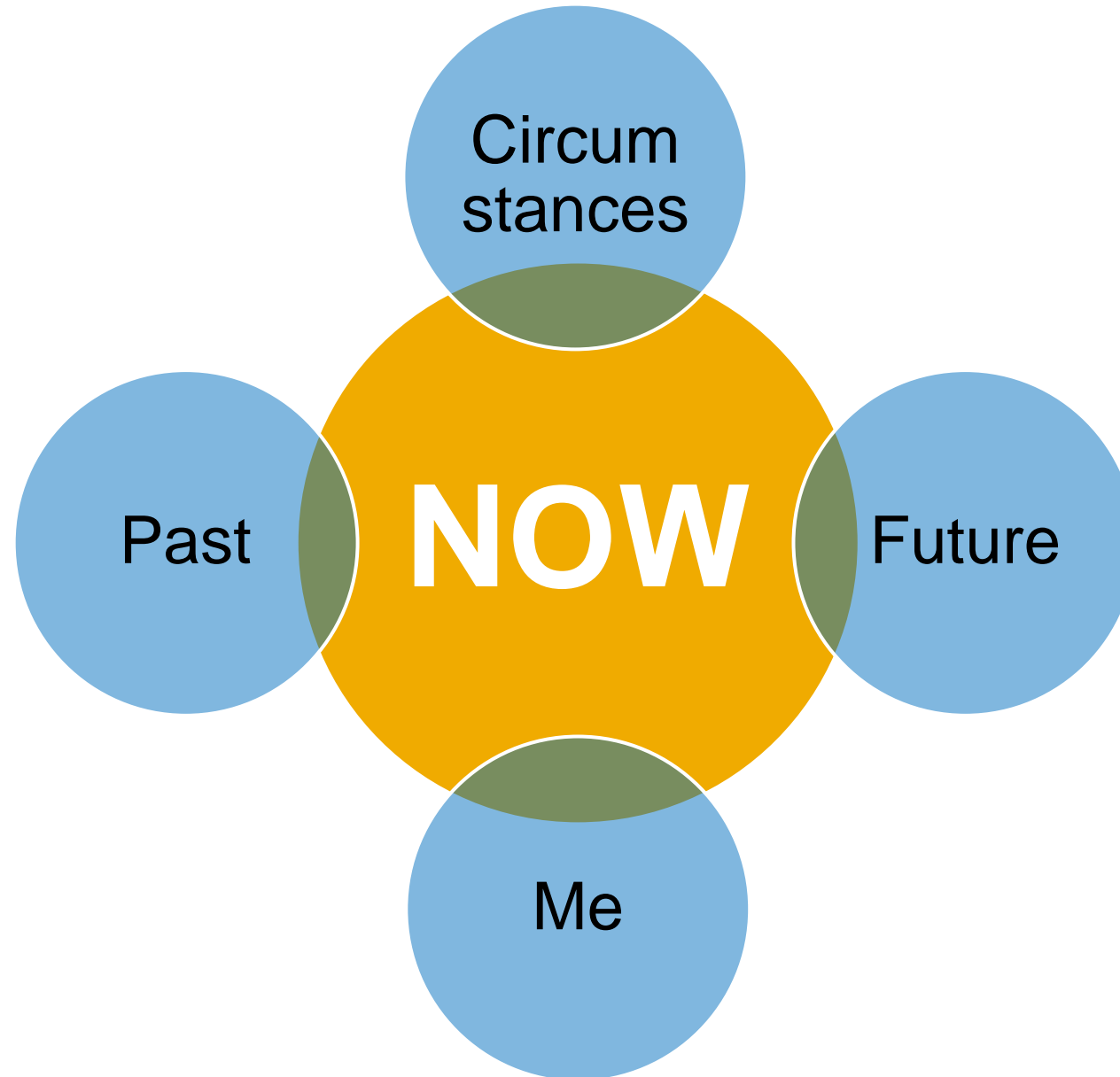


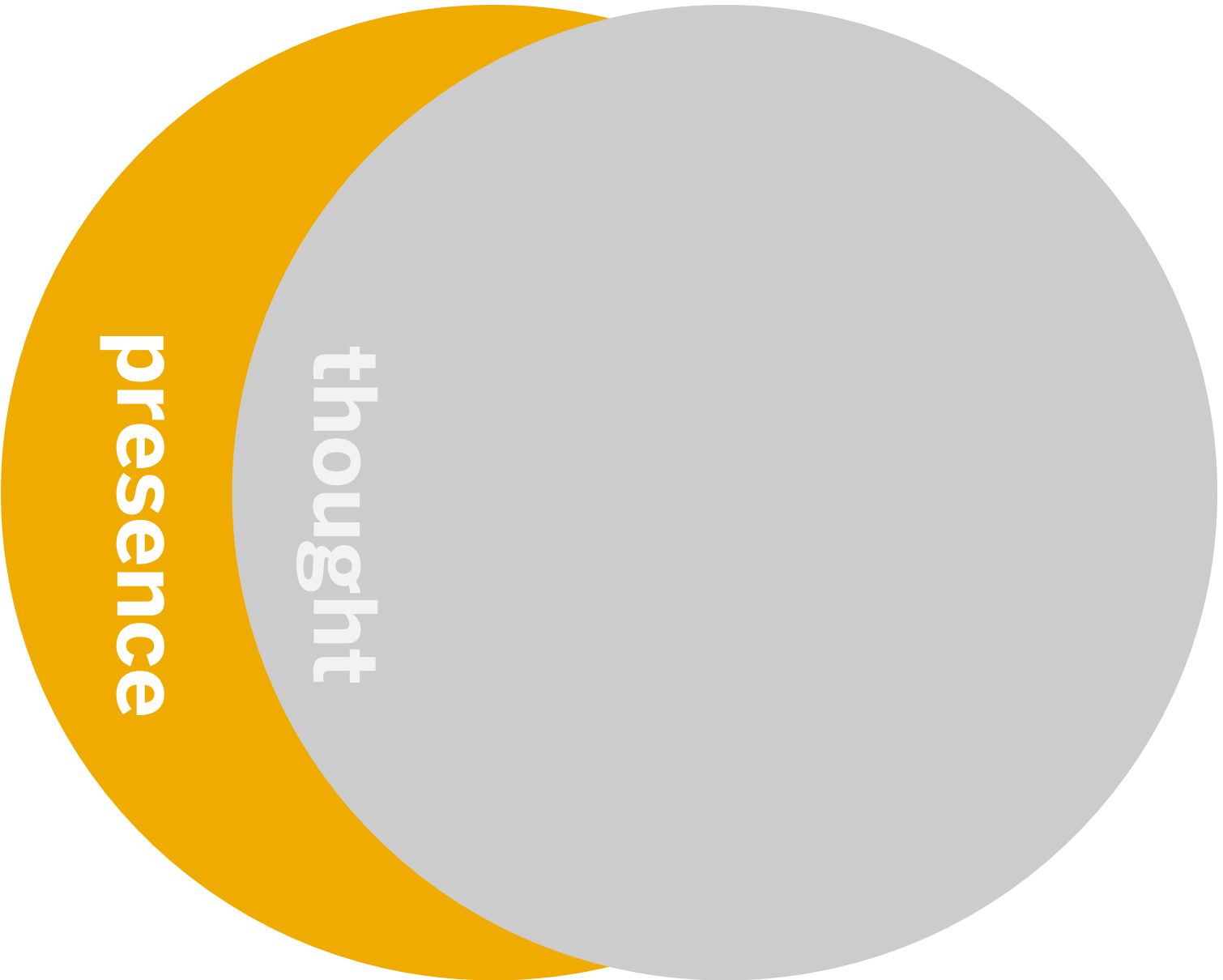
State of mind

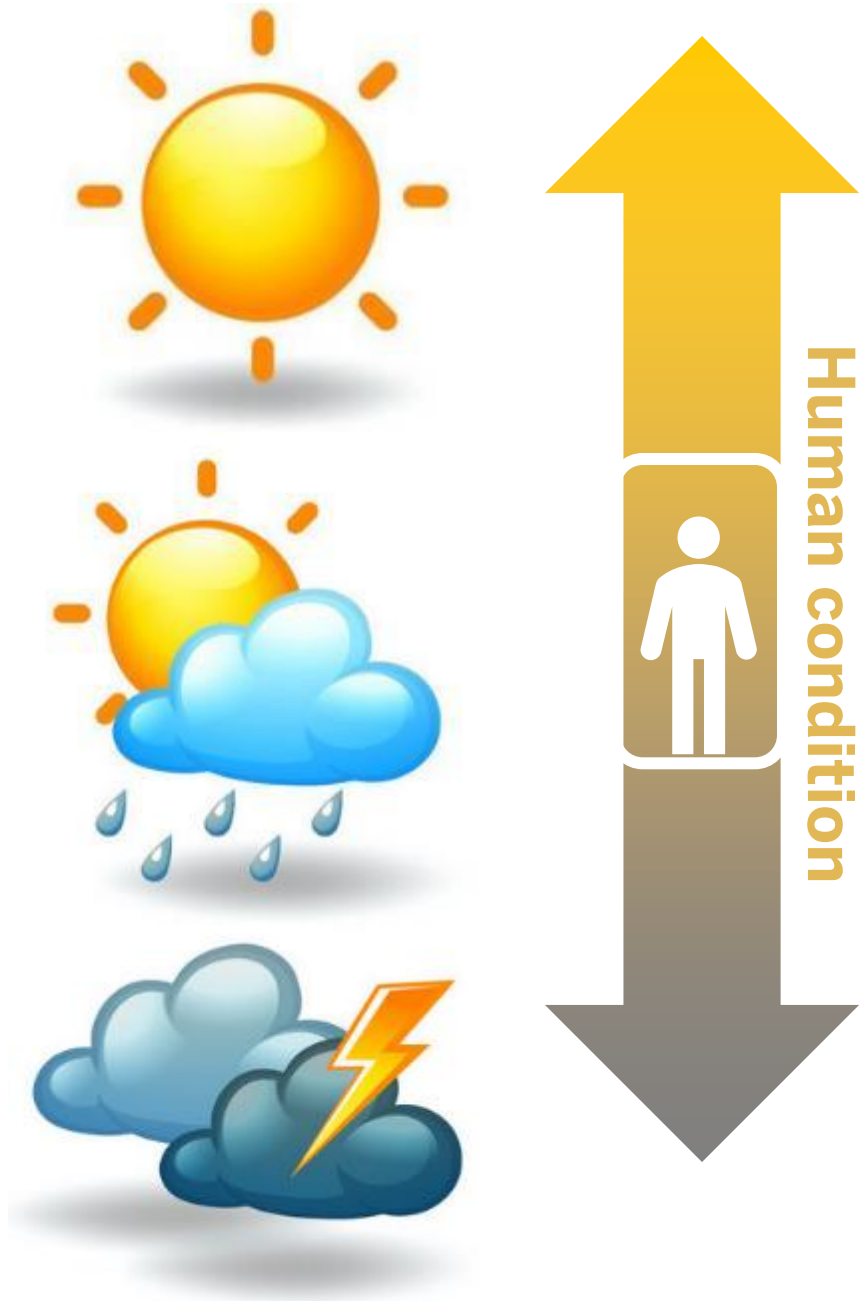




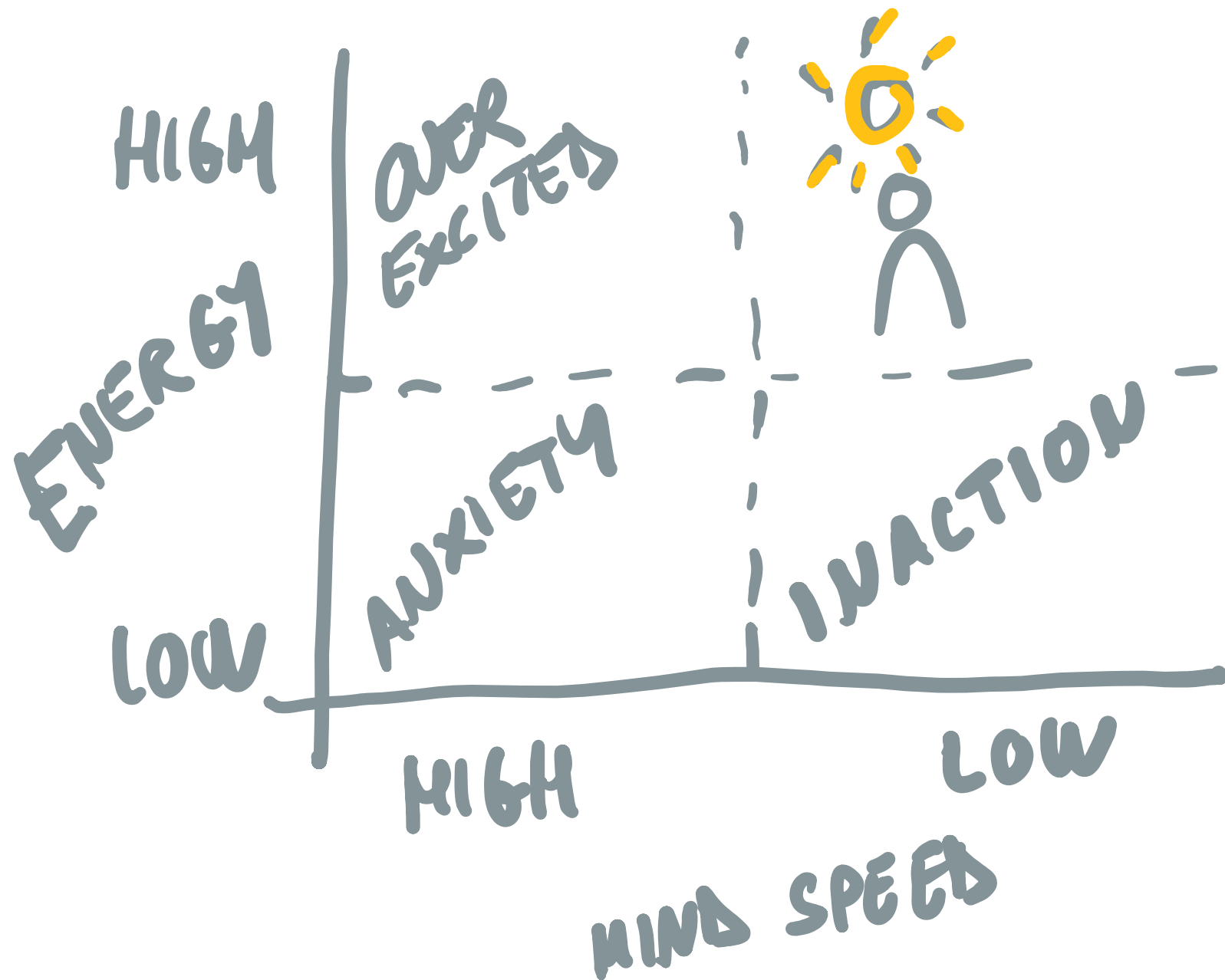
**What gets on the way to
a clear state of mind? ...**







People is a verb not a thing,
we don't engage with people,
but with **states of mind**



WHAT YOU
SAY

TANGIBLE

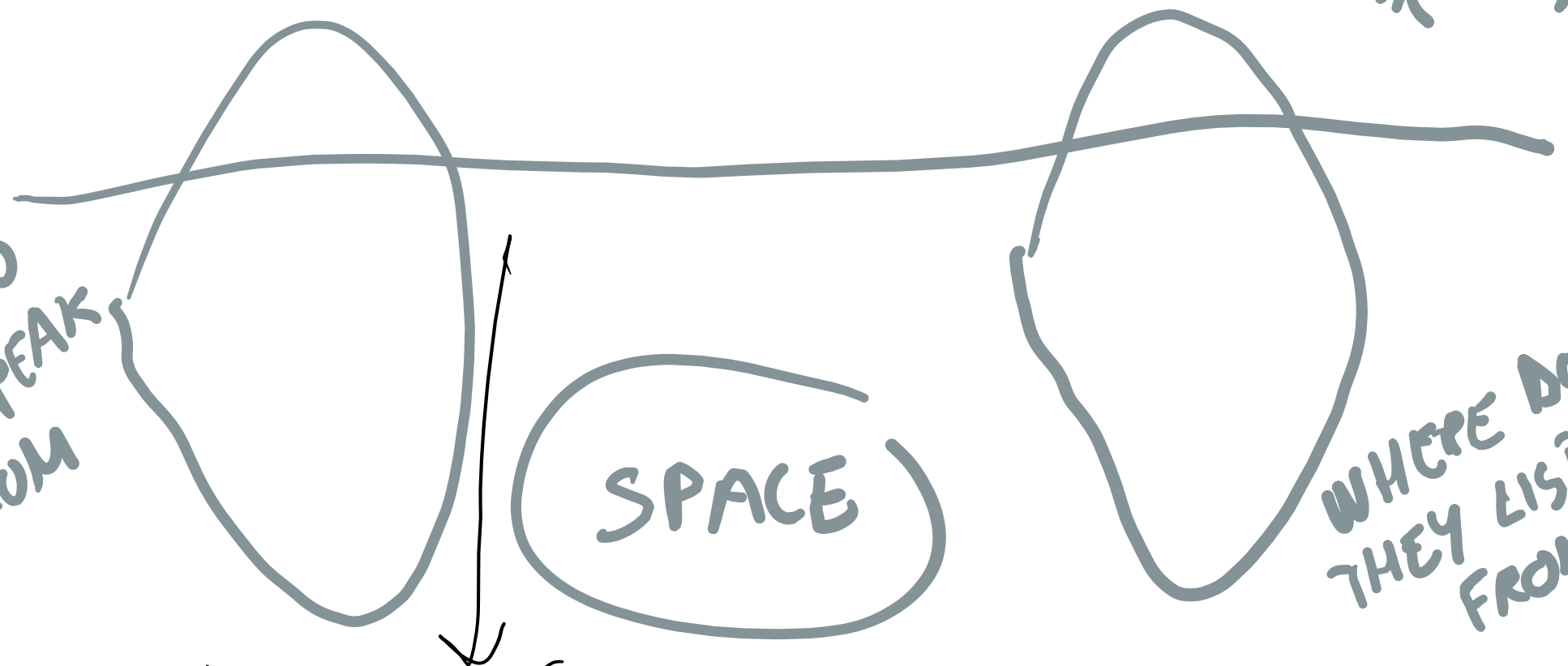
WHAT
THEY
HEAR

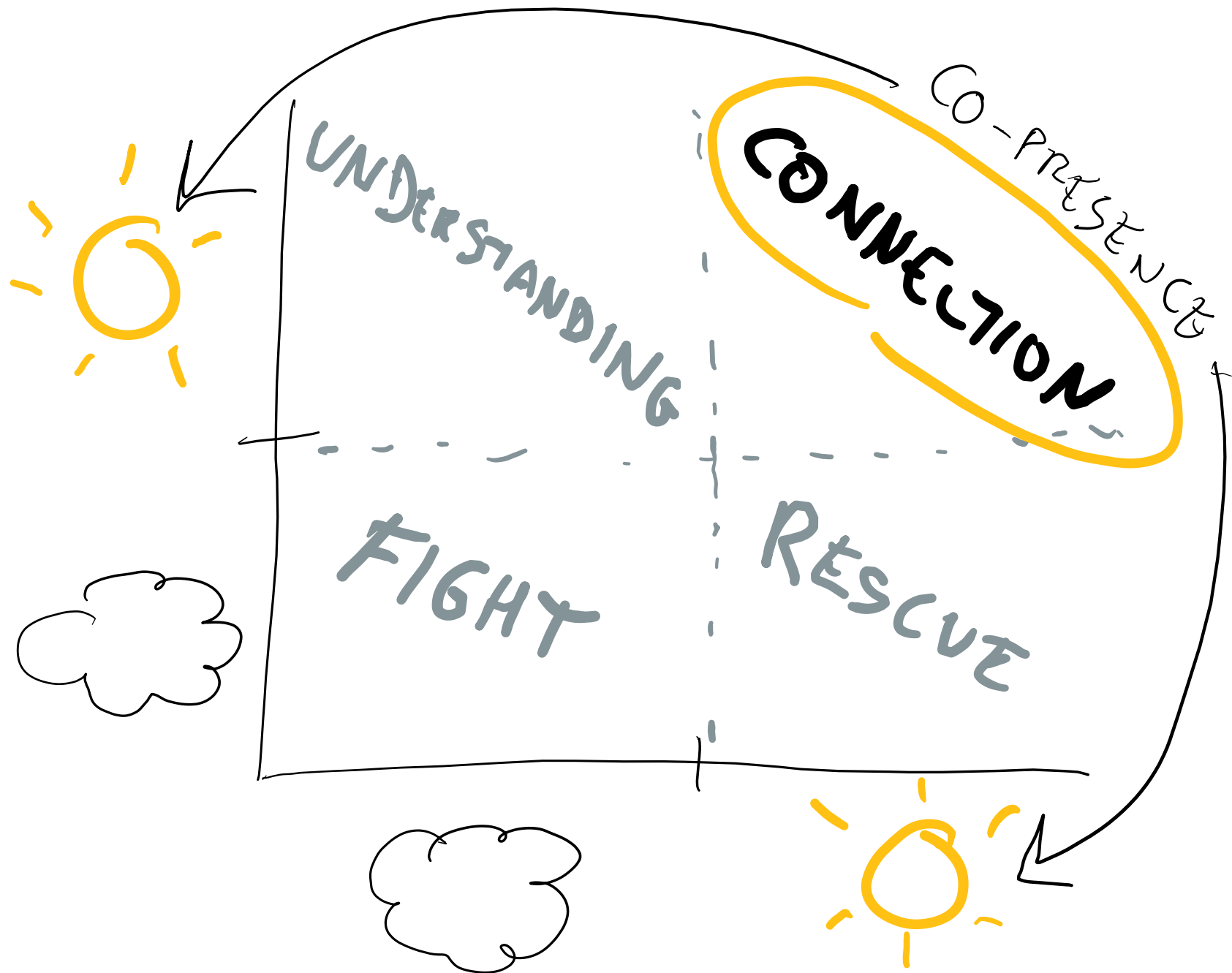
WHERE DO
YOU SPEAK
FROM

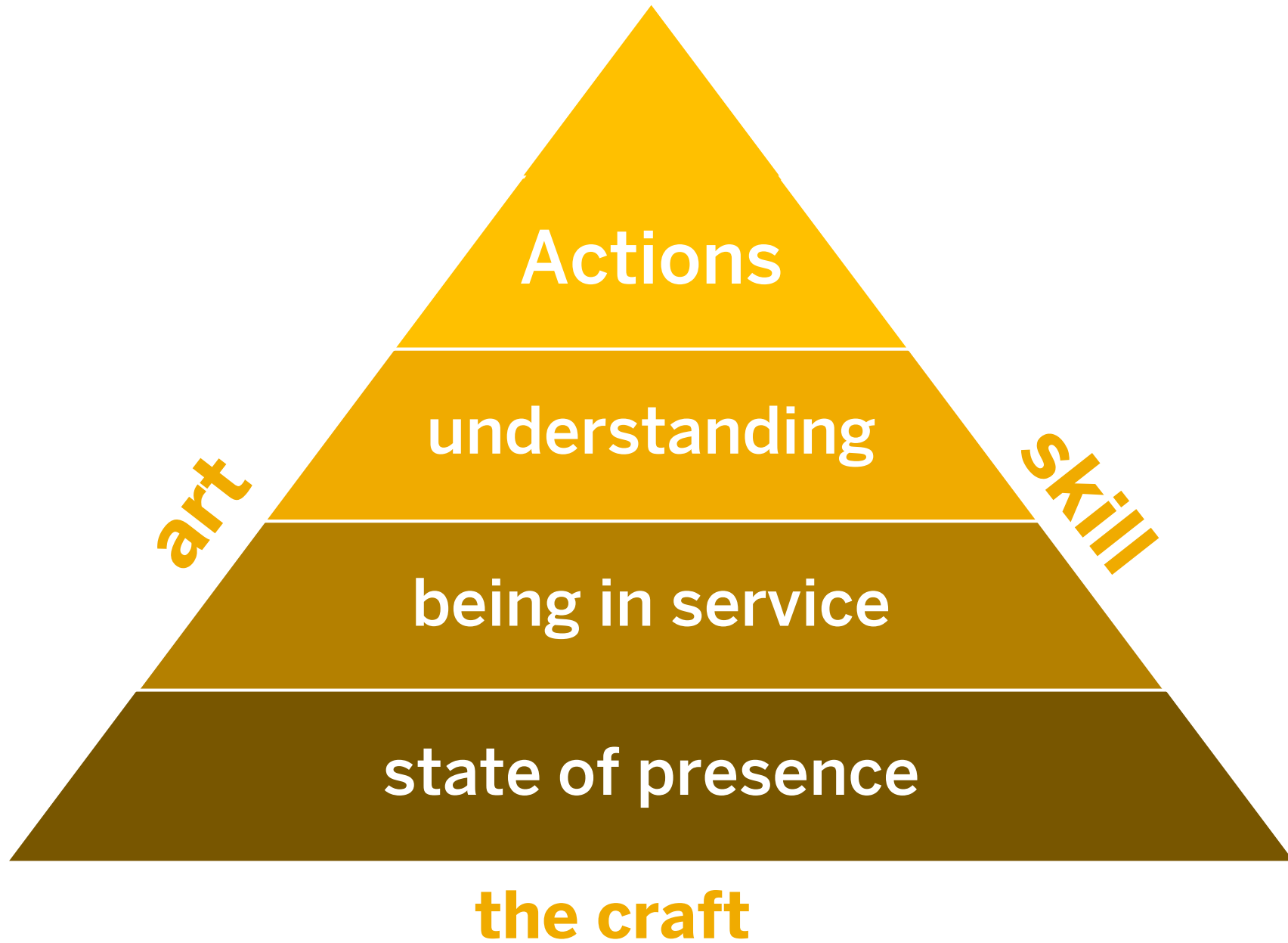
WHERE DO
THEY LISTEN
FROM

SPACE

LEVEL OF CO-PRESENCE








Water in its natural state, is clean and clear.
The natural state of the mind is also like this: clean and clear.

The mind becomes unclean when thoughts drop into it
... like when dropping dye into water.





OUR DEEPEST FEAR IS NOT THAT WE ARE INADEQUATE.
OUR DEEPEST FEAR IS THAT WE ARE POWERFUL BEYOND MEASURE.
IT IS OUR LIGHT, NOT OUR DARKNESS THAT MOST FRIGHTENS US.

WE ASK OURSELVES
WHO AM I TO BE BRILLIANT, GORGEOUS, TALENTED, FABULOUS?
ACTUALLY, WHO ARE YOU NOT TO BE?

YOU ARE A CHILD OF GOD.

YOUR PLAYING SMALL DOES NOT SERVE THE WORLD.
THERE'S NOTHING ENLIGHTENED ABOUT SHRINKING
SO THAT OTHER PEOPLE WON'T FEEL INSECURE AROUND YOU.
WE ARE ALL MEANT TO SHINE, AS CHILDREN DO.

WE WERE BORN TO MAKE MANIFEST THE GLORY OF GOD THAT IS WITHIN US.
IT'S NOT JUST IN SOME OF US: IT'S IN EVERYONE.
AND AS WE LET OUR OWN LIGHT SHINE,
WE UNCONSCIOUSLY GIVE OTHER PEOPLE PERMISSION TO DO THE SAME.
AS WE'RE LIBERATED FROM OUR OWN FEAR,
OUR PRESENCE AUTOMATICALLY LIBERATES OTHERS.

MARIANNE WILLIAMSON

Thank you.

Contact information:

Manuel Lopez

Partner Business School – Global Director

SAP Global Channels

manuel.lopez@sap.com



https://sapinsights.eu.qualtrics.com/jfe/form/SV_3QnqJ6KLo7FkahM

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