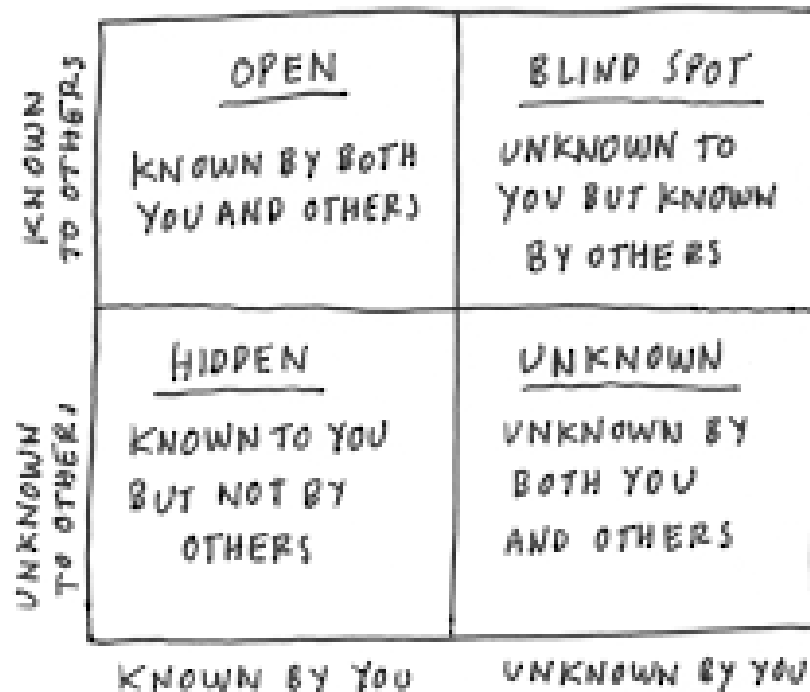


# YOU MUST NOT FIGHT FEEDBACK

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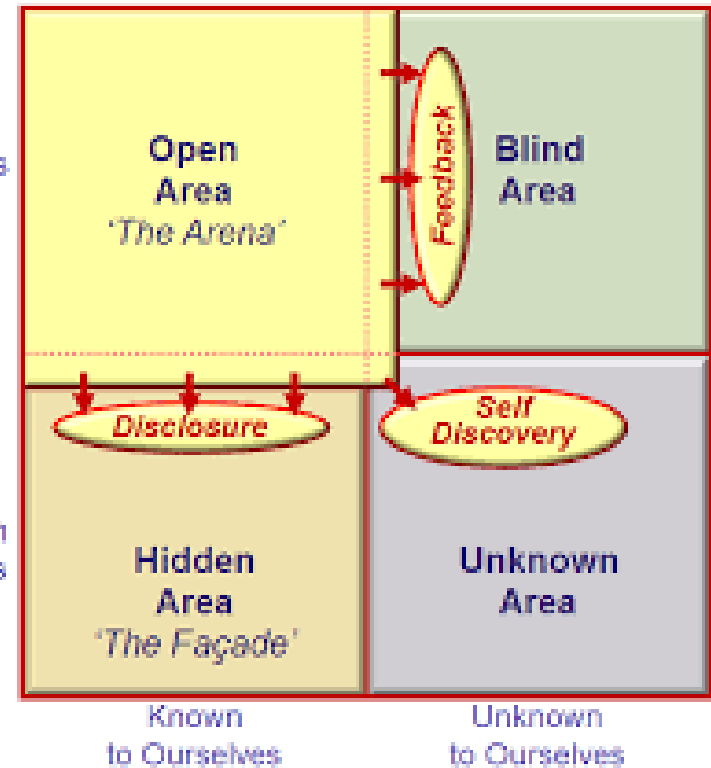
- Accept and investigate your feedback
  - Fighting social feedback is stupid, useless and harmful
- Enhance and emphasize strong sides of your role according to your feedback
  - Show people what you got
- **The Tale of Your Hero**
  - **AUTHOR POSITION is the only answer to VICTIM POSITION**
  - **Challenge yourself with bringing the most hurting THEIR vision of you to YOUR vision of success**
    - Your features of success
    - Your path to success

# THE JOHARI WINDOW



Known to Others

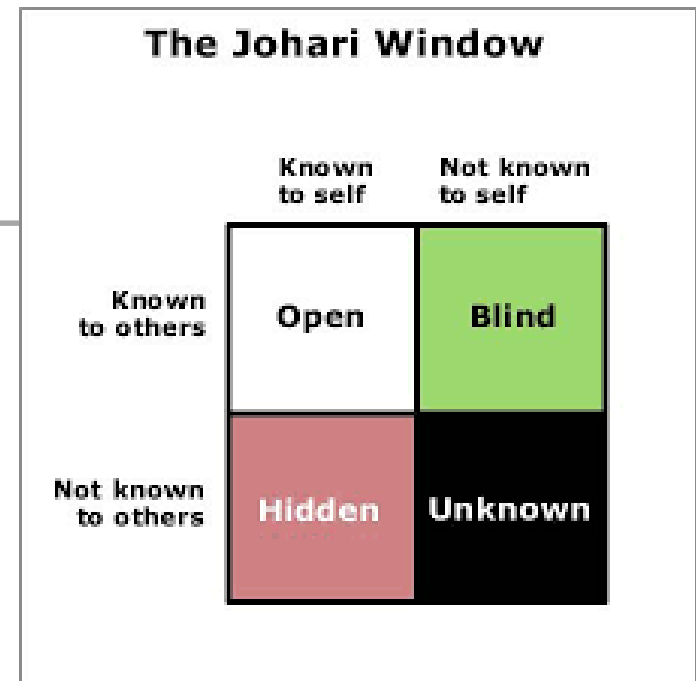
Unknown to Others



- Johari window: Great social feedback tool
  - Light version of Influence Line
  - Will work only if you make an effort
- Naturally we want to decrease blindness of the Blind corner and neurotic instability of the Hidden corner
  - The former is achieved by soliciting feedback
  - The latter is achieved by active emphasizing and disclosure

# Johari Window

- Step 1: **Owner** puts 5-8 traits from the list
  - into the **Open corner** and
  - into the **Hidden corner**
- Step 2: **Guest** modifies the **Blind Corner**
  - adds traits if she observes them in the Owner
  - remove traits if she does not observe them in the Owner
- Step 3: **Guest** moves traits from the **Open corner** to the **Hidden corner**
  - If she does not observe them in the Owner
- Step 4: **Owner** remake all changes with which he disagrees



Able	Extroverted	Modest	Sensible
Accepting	Friendly	Nervous	Sentimental
Adaptable	Giving	Observant	Shy
Bold	Happy	Organised	Silly
Brave	Helpful	Patient	Spontaneous
Calm	Idealistic	Powerful	Sympathetic
Caring	Independent	Proud	Tense
Cheerful	Ingenious	Quiet	Trustworthy
Clever	Intelligent	Reflective	Warm
Complex	Introverted	Relaxed	Wise
Confident	Kind	Religious	Witty
Dependable	Knowledgeable	Responsive	
Dignified	Logical	Searching	
Empathetic	Loving	Self-assertive	
Energetic	mature	Self-conscious	

# NICKNAMING TO AUTHORSHIP

- **Give nickname to your classmate**
  - Do not think long – say whatever comes to mind first. We do brainstorming here
    - The longer you think the more distorted your vision is by mind games
- **Use popular culture, but avoid anything offensive**
  - Snowwhite is alright but too generic
  - Dobby is alright though fishy
  - Hannibal Lector & Darth Veider are borderline
  - Psycho Killer is prohibited
- **Your nickname is not an offense but useful social feedback**
  - To become successful you gotta bring this nickname to success
  - Create a tale



# THE TALE OF A NERD PLAYING CHILDISH GAME

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An old teacher taught 6-graders the simple game. They have been putting dots of two colors at the squared graph paper and connecting them by lines trying to encircle each other. The game became popular in town.

One nerd got to like the game so much that he played all around the clock. He played each and every person who agreed to play. He learned to be unbeatable. At some point people started refusing playing him because nobody likes being beaten. Most people made fun of his love of the game explaining to him that this is naïve immature hobby and he should grow up.

The old teacher died and there remained no single person in the world who wanted to play the game. The boy has realized that this hobby indeed was naïve and childish and he has to grow up. He became serious legal professional and for 20 years never returned to the childish game, never even recalled it. And he got used to making fun of and showing bitterness towards immature childish people playing childish games.

One day he stuck waiting in the car wash and was forced to see the slow TV program showing slow Japanese people playing slow ceremonial game with white and black stones. The show was boring, bogged in religious mysticism and self-admiring Japanese ceremony. However, the man felt a strange excitement when he watched black and white stones appearing at the playing board.

He was called to collect his car and almost ran away and forgot this whole story, but at the last moment felt a hunch that this game somehow is important to him. He stopped, checked the TV show title, googled and figured out that the game is called Go, it is very popular in Asia, people play serious tournaments with large monetary prizes and this game in essence is his childish game with dots in which he was unbeatable. He did not need to make any additional effort – he just knew how to play this game and how to win. And it was great fun for him to even think about it.

The next year he won the major tournament and was declared the master of the Go. And the other year he won too.