# Selective Indifference

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(Revised: 13th September 2013 by Nicola Neumann-Mangoldt)

**FORMAT:**
Groups of 3
Duration: 45 minutes

**PURPOSE:**
Recognize that people offer us different choices in communication through their gestures, mime, words and energy. Learn to choose something different than the biggest hook we normally react to.

**SETUP:**
Teams of 3 spread in the group with their chairs.

**INTRO / BACKGROUND:**
We are trained to repeat patterns so we often don't see what people offer us in communication. Instead we take the biggest hook (e. g. blocked arms, confusion). In a conversation we thus build walls and tend to attack and defend according to the biggest hook laid out.

Every move and thought and word is always an option. Practice choosing from unusual options. It is a muscle to develop. There are many doorways to go through: timing, wildness, boldness, possible excuses, playing big, playing small, etc. You get to choose which door to go through and which world to make real. Every detail can be used. The universe is rich in evidence and possibilities. The skill to develop is to notice and amplify evidence other than what our box normally sees to choose from. Relationship perception walls have two sides. They are double walls. A nonlinear possibility could be to take down your side of the wall first.

The other person consequently cannot use her wall anymore, because there is no other wall to fight against. So their wall automatically comes down all by itself.

This exercise is about selective indifference. That means that you consider all aspects a person offers you - words, gestures, mime, energy - and then choose one specific aspect to go with.

**INSTRUCTIONS / PROCEDURE:**
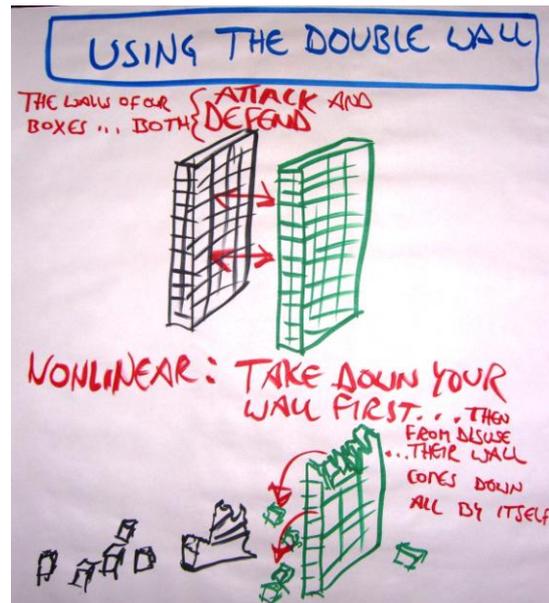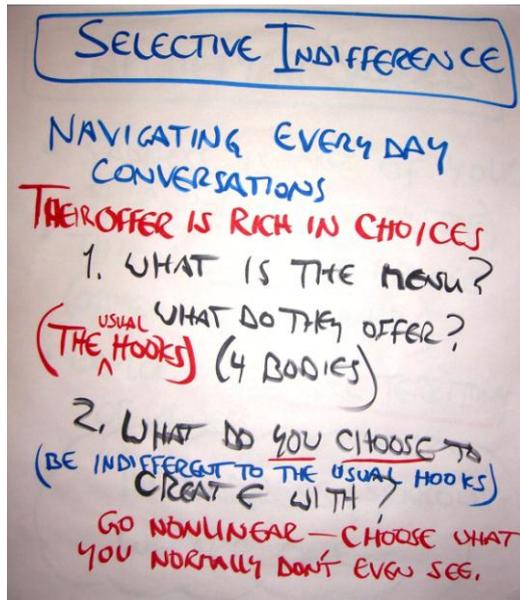




Please get together in groups of 3. One PM, one coach, one role player.

PM, you pick a person where you are struggling with communication. Tell the role player one specific characteristic of the person you are talking to. Then start the conversation. Stop after each sentence and explore, what he/she offers? This could be something like crossed arms, a little smile around the eyes, wrinkles on the forehead, a question or sentence. Say out loud all the aspects you perceive.

Coach, you add aspects you see, but which the PM didn't say. Then ask the PM: "What do you choose from this menu?" Support the PM in choosing something, he/she would normally not choose. Don't let him choose the biggest hook.

PM you then say what you choose and let all other aspects aside. Go with the aspect you choose and continue the conversation. You can also go nonlinear and say things you normally don't say to the person you are talking to. Go with what your Gremlin or box normally wouldn't do.

In this exercise you get to select out of a menu offered in order to take a different track than you would normally go. You change your identity to PM. As who you usually are you couldn't go somewhere different, because your box or Gremlin would do the same thing again. So change identity to become a PM and try something new.

Role player, you just play out the role. Do or say whatever comes to your mind. Trust your impulses when you take on the role.

Demonstrate with 3 people first.

Then 10 minutes per PM. After 10 minutes change roles.


**DEBRIEF:**