

Communication—the Core of Our Relationships

Communication is the core of all relationships. Unfortunately, there is no one way to communicate to everyone because we are all unique. Each person has a preference in how they receive communication, in the way they are influenced and what areas interest them.

Every person has their own way of valuing things and people. Often times, this is easy to discover. For example, some people place a high value on knowledge. You can identify them by their love for books, libraries, education, teaching and learning. By understanding their value of knowledge, we can draw a conclusion about their interests.

Identifying how someone so unique prefers to receive information can be more difficult without the right tools. The best way to understand how a person wants to communicate is to have them respond to a behavioral assessment. The TTI Family First process incorporates a behavioral assessment that can do just that. With an extremely accurate “Do’s and Don’ts of Communication” section, you can easily discover how someone prefers to hear what you have to say.

Once you identify how a person wants to receive information, you must move into their world and present it their way. People can be trained on how to send information to meet the needs of others, but no one can be trained to receive information in another light. Expecting people to adjust to your way just doesn’t work.

People do what they are asked to do when they are influenced by someone who understands their world. Research has proven that this process of understanding the way an individual wants to receive information leads to effective communication – the core of all relationships.