

From Drama Triangle to Winner's Triangle

Persecutor (villain)

- aggressive
- angry
- judgemental



Assertive/challenger

- knows own feelings, needs and wants
- non-judgemental
- uses 'I' messages

Victim

- downtrodden
- helpless
- complains of unmet needs



Vulnerable

- shares real feelings
- asking for help when needed
- accepting others have a right to refuse our request

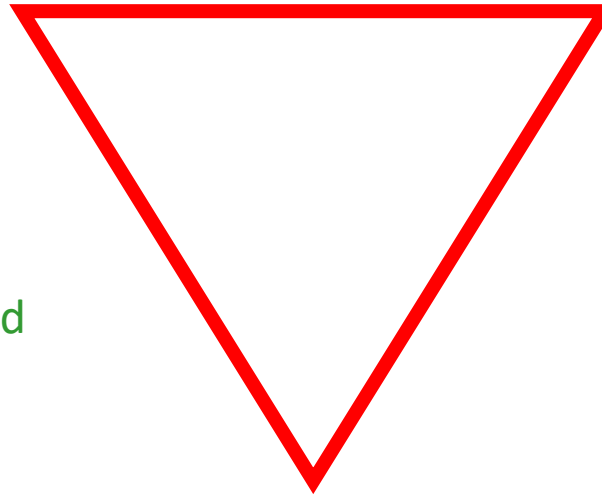
Rescuer (hero)

- over-helpful
- self-sacrificing
- needs to be needed



Nurturing/caring

- gives help when asked
- cares and understands
- doesn't need to be needed by others



Some more tips and tricks

- Plan your meetings carefully when people have energy (**early in the working day** rather than later).
- Supply **refreshments** to maintain steady glucose levels.
- Reflect on whether a **decision needs to be taken straight away** – might sleeping on the idea help? (=different insights)
- Meetings planned when people's **energy is low reduces self-control**.
- **Prime people not to be biased**: we are all biased – it's what our brains do.



Topping up your battery



1. **Sleep** will revitalise your battery – even short naps
2. Add energy through **glucose** – your decision making battery is thought to be depleted by lack of food
3. **Feeling more energetic** will increase your battery life
4. **Feeling motivated** and believing that there is no limit to your will power will increase battery life
5. Giving **great feedback** (constructive or positive) will increase other people's battery life