

ICEBERG BEHAVIOUR

WHAT WE SEE
10%

WHEN I LOOK AT THE 10%
I REACT I CORRECT

THE BEHAVIOUR
HOW DOES HE BEHAVE?

Needs - Beliefs - Emotions
NEGATIVE OR POSITIVE HABITS/LEARNINGS

More specific?...

Self-concept - Personality- Lived experiences -System of values-
Triggers of environment-Psychic Apparatus.

But even more specific,

what`s going on under the iceberg?

- * It`s where he feels stress-free because his basic needs are satisfied, or not.
- * It`s where she feels satisfied, or not.
- * It`s where he feels that you treat him well, or not.
- * It`s where she feels important to you, or not.
- * It`s where he feels whether you prioritize him, or not.
- * It`s where she feels emotional connected, or not.
- * It`s where he feels confused, or not.
- * It`s where she feels threatened, or not.
- * It`s where he feels sad, or not.
- * It`s where he feels angry, or not.

WHEN I LOOK AT THE 10%
+ 90% I RESPOND
I UNDERSTAND I CONNECT

It is where she or he ask:

Do I feel safe, stability? Can I trust?

Am I loved? Am I important to them? Am I capable? Who am I?

Do I belong? Am I respected? Do I have power? Do I have courage?

Is the world predictable? Do they take care of me
or do they neglect me?

Am I included? Are my thoughts taken into account?

Am I understood? What can I do to satisfy my needs?