

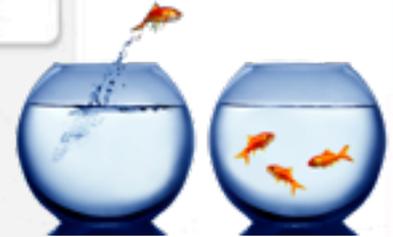


Chris Lucerne

Coach to Leaders • Teams • Couples • Individuals

INSPIRATIONAL LIVING SERIES

Accelerating Growth: Openness to Learning



A crucial factor in success and happiness is **being open to learning from every interaction and life experience**. Willingness to learn from each moment – as opposed to defending ourselves by stonewalling, explaining, justifying, withdrawing, blaming – is much more important than factors like IQ, family background, race or degrees. The great advantage of openness-to-learning is that you are in charge of it at all times: it’s always within your control to shift out of defenses into genuine curiosity. And, it can’t be faked. You instantly know whether you’re genuinely wondering or clinging to a defense.

High Openness
to Learning
(Essential Self)



Openness to Learning Scale

- +10 Implementing (planning actions, requesting support for follow-up).
- +9 Feeling and showing genuine enthusiasm about the possibilities.
- +8 Taking full responsibility for the issue, the results that were created.
- +7 Thinking out loud, making new associations about the issue.
- +6 Requesting information and examples about the issue.
- +5 Listening generously (able to paraphrase the other person’s statements without interjecting your point of view).
- +4 Expressing appreciation for the messenger and the message regardless of delivery.
- +3 Openly wondering about the issue.
- +2 Expressing genuine curiosity about the issue.
- +1 Demonstrating open posture.

KEY TRANSITION MOVES:

Choose Wonder over Defending. Recommit to Learning.

- 1 Showing polite interest outwardly while inwardly clinging to your point of view and/or rehearsing rebuttal.
- 2 Explaining how the person has misperceived the situation.
- 3 Interpreting what the person is saying as an attack.
- 4 Justifying why you’re the way you are or acted and way you did.
- 5 Going silent, getting edgy, snappy or frustrated.
- 6 Finding fault with the way the message is delivered.
- 7 Righteous indignation; demanding evidence in a hostile manner.
- 8 Blaming someone or something else.
- 9 Attacking or threatening the messenger, verbally or otherwise.
- 10 Creating uproar or making an abrupt departure.

Low Openness
to Learning
(Persona)



The Openness-to-Learning scale is the work of my mentors, Drs. Gay and Kathlyn Hendricks, foremost experts the field of conscious relationship and mind-body integration (www.hendricks.com). Used with permission.

*Being in integrity
requires taking
responsibility for
your thoughts,
feelings, and actions
in alignment with
your Essential Self.*

*This includes shifting
from below the line
defensive postures
to above the line
open postures
~Chris Lucerne*

