

Welcome to Dating, Mating and Relating

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EM-Power (UK) Ltd.
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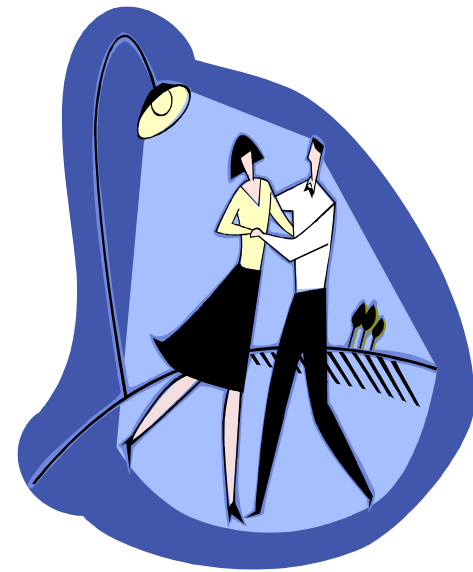
Dating, Mating and Relating Ice Breaker!

- On the cards in front of you are two sets of names: males and females
- They represent a cross section of partners from literature, film and history
- As a group, match up the pairs

Dating, Mating and Relating

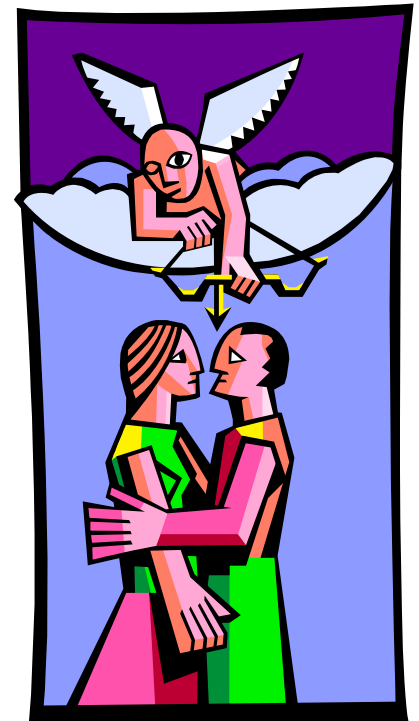
Agenda

- The Three Stages in Relationships
- Temperaments/Lovemates
- Introverting and Extroverting
- Directing and Informing
- Interaction Styles/Loving Styles

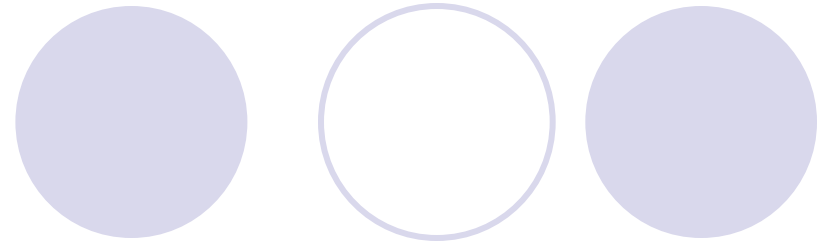


The Three Stages in Relationships

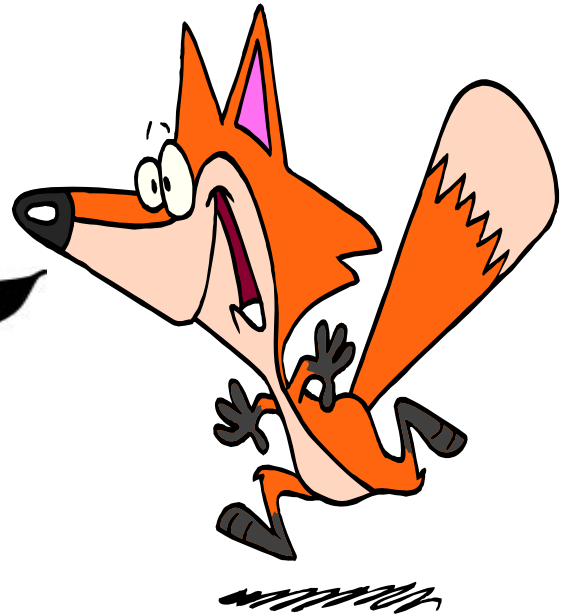
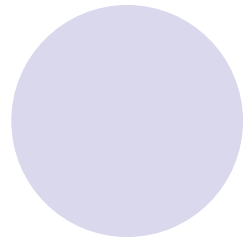
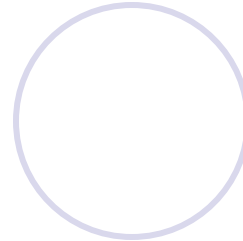
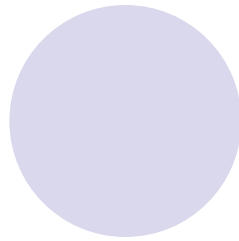
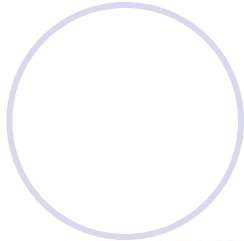
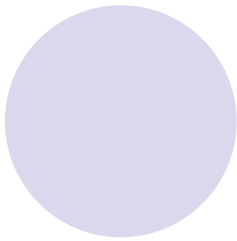
- Dating: Lust! 0-6 Months
- Mating: Limerance 6 months - 4 years
 - Laying the foundation of the relationship
- Relating: Loving
 - Communicating
 - Spending quality time together
 - Managing finances
 - Resolving conflicts



Temperament

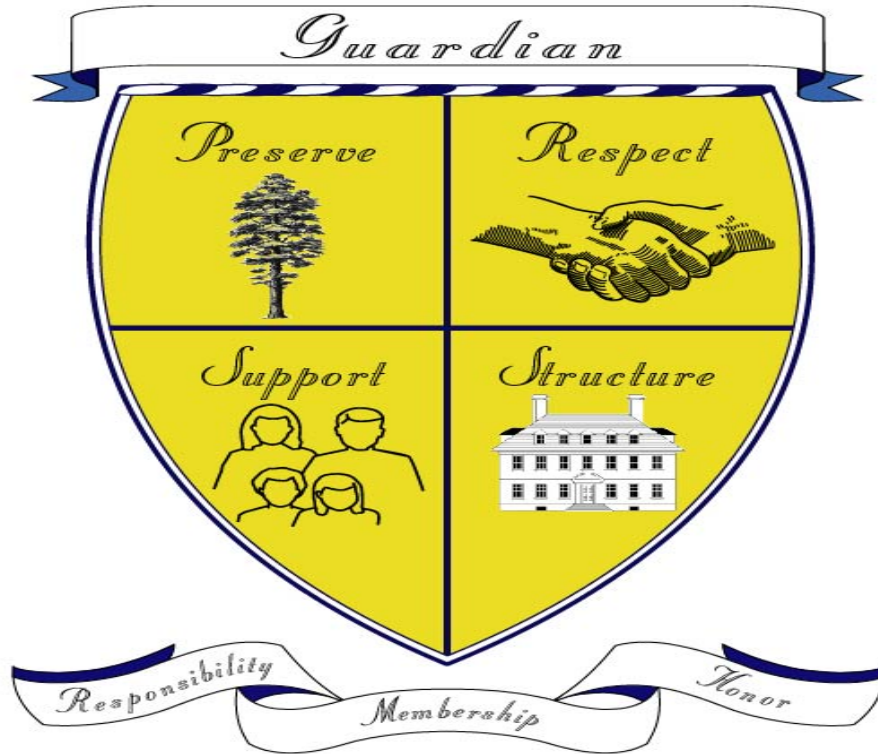
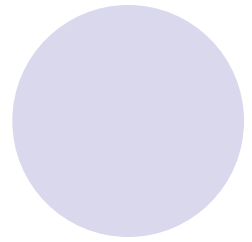
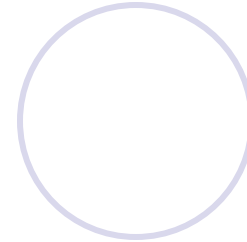
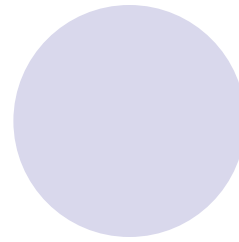
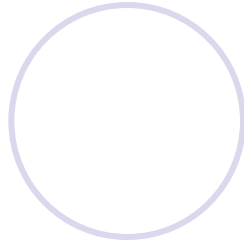
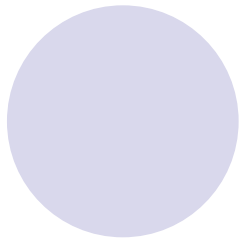


- 25 Centuries
- Inborn and constant
- Drives behaviour
- Governs growth and adaptation
- A pattern
- Dynamic not static
- Influencing not limiting



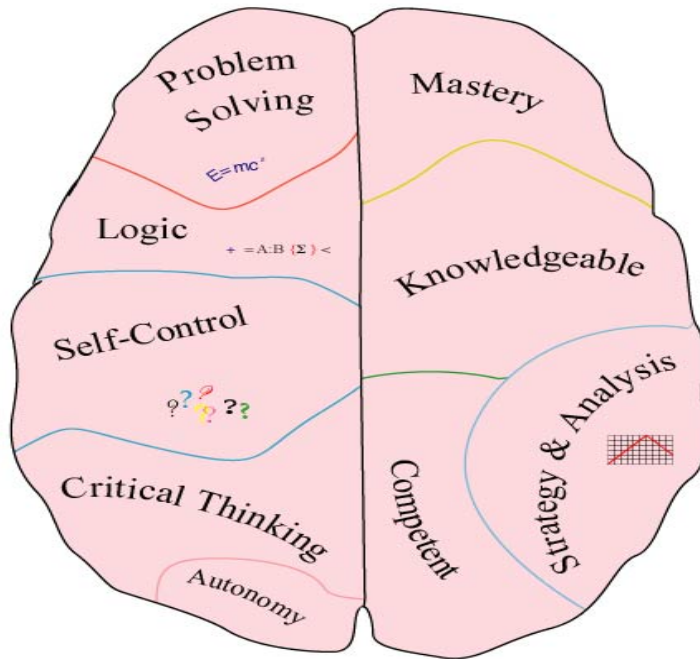
Artisan

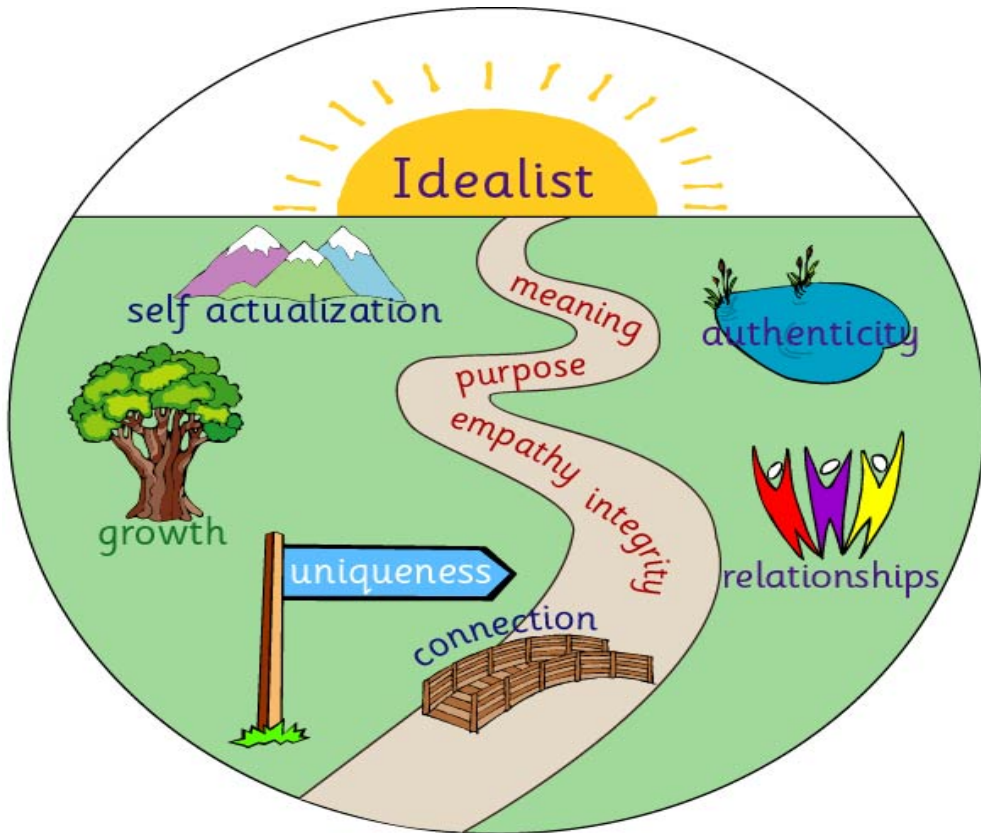
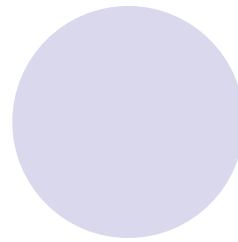
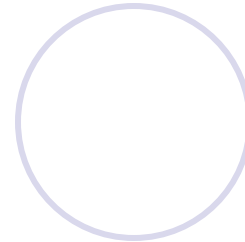
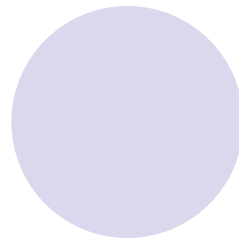
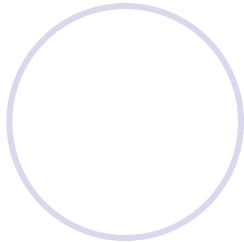
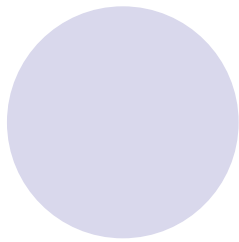




Rational

Rational





Lovemates Exercise

- For the temperament you have been allocated, identify five strengths and potential challenges that they might face in relationships

Playmate/SP/Artisan

Driving Forces/Core Needs

- Be noticed/Get a result/Act swiftly and practically in the moment.
- **Dating: Playmate who Performs**
 - Seek freedom and variety
 - Every date is an adventure
 - Enjoy fun, excitement and flexibility
 - Physical tactile sense of humor
 - Stimulated by senses: food, wine, perfume, etc.



Playmate/SP/Artisan

● Mating:

- Establish fun and enjoyment as the foundation of the relationship
- See lots of options
- Tend to maintain a present focus: “no doubt the future will unfold as it should” and adopt an easy going approach to life goals
- May spend time doing and resist talking



Playmate/SP/Artisan

- **Relating:**

- Like to maintain variety in activities
- Love me, hate me, but please don't bore me!
- Let's do everything and do it now!
- Use concrete, literal language
- When stressed may escalate "I'll take you and raise you one!"



Helpmate/SJ/Guardian

- **Driving Forces/Core Needs**

- Act responsibly and dutifully. Be part of a group or family. Contribute to a concrete goal or accomplishment.

- **Dating: Helpmate who Honors**

- Show respect and usually well-mannered
 - Prompt and conventional
 - Will enjoy fancy environments
 - Dry sense of humor
 - Dating can be associated with clubs/family



Helpmate/SJ/Guardian

● Mating:

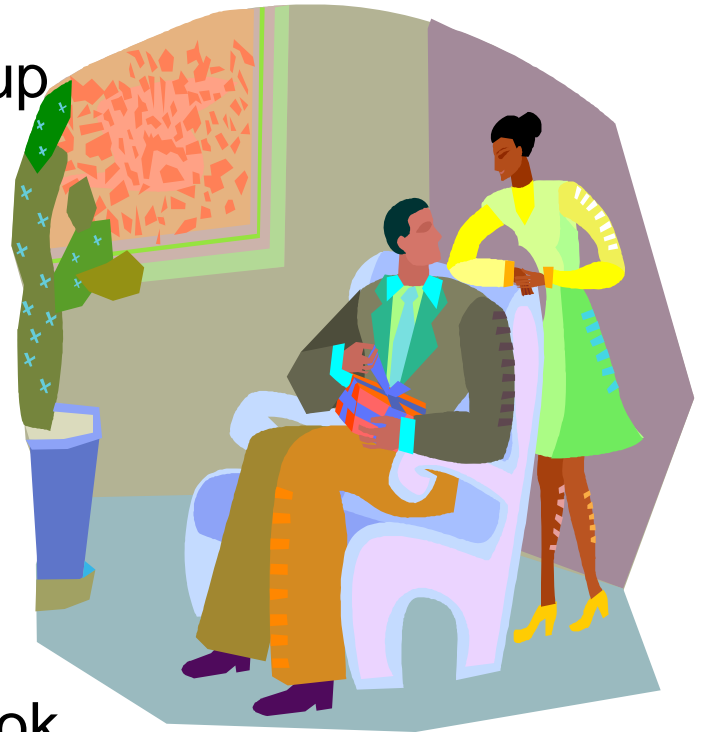
- Establish goals as the foundation of the relationship
- Seek stability in the relationship
- Tend to value tradition and what happened in the past
- Adopt a structured step-by-step approach to life's activities



Helpmate/SJ/Guardian

- **Relating:**

- Like to plan activities and live up to responsibilities
- Demonstrate long-term loyalty and commitment
- May overload themselves with things to do and forget to relax
- Use traditional language and refer to events in the past: do you remember?
- When stressed may go into blame and complain mode “Look what you made me do.”



Mindmate/NT/Rational

- **Driving Forces/Core Needs**

- Demonstrate knowledge and competence. Be an expert. Retain autonomy and control in activities.

- **Dating: Mindmate who Challenges**

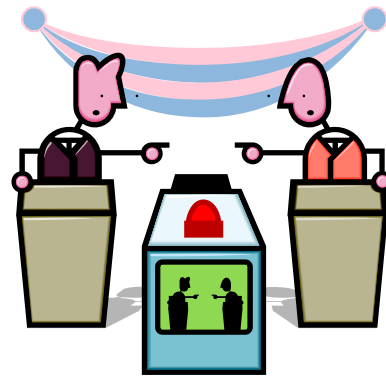
- Will want to talk about intellectually interesting subjects

- May want to debate issues

- Like to share ideas and theories with a date

- Value intelligence and competence no matter what the source

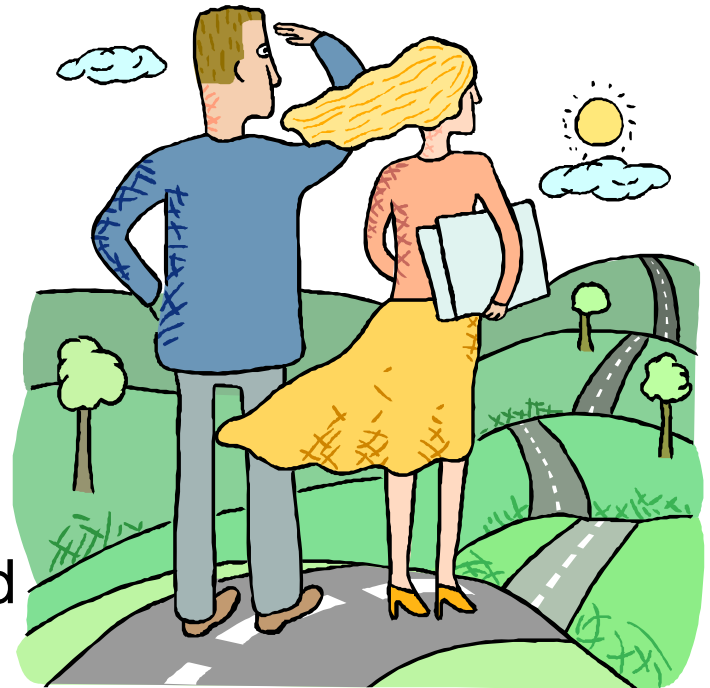
- Use more cerebral humor



Mindmate/NT/Rational

● Mating:

- Naturally focus on long term strategic goals
- Expect a degree of autonomy in a relationship
- May forget to provide positive feedback
- Tend to enjoy the big picture and ignore the details





Mindmate/NT/Rational

- **Relating:**

- May become absorbed in work and neglect investing time in the relationship
- Always able to discuss ideas and approach problems from an abstract perspective
- May struggle understanding the “softer” issues particularly if there are displays of emotion
- Use precise language and may use critical questioning to clarify points
- When stressed may become preoccupied “If I had only said or done...I would have been masterful.”

Soulmate/NF/Idealist

- **Driving Forces/Core Needs**

- Have a purpose or meaning. Make a difference. Have a unique identity and develop own and other's potential.

- **Dating: Soulmate who Dreams**

- View dating as a fantasy filled romance
 - Tend to not date but have successive relationships
 - May project their ideal image of a mate on their partner
 - Humor is self-deprecating often at own expense
 - Look for deep connections

Soulmate/NF/Idealist

● Mating:

- Focus on setting goals as a way for growing together
- Seek togetherness as a foundation for the relationship
- May appear too focused on the ideal rather than the realities of life
- Constantly re-evaluate their own and their partner's search for self



Soulmate/NF/Idealist

- **Relating:**

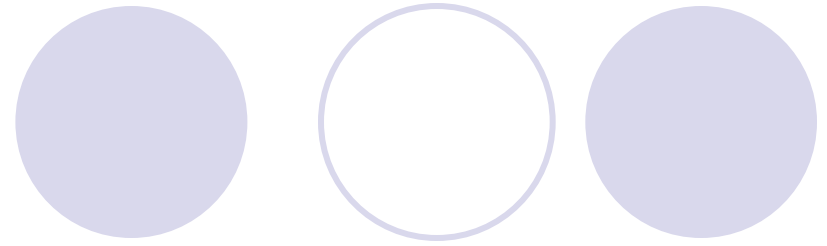
- May set too high standards for themselves pertaining to their “cause”
- Naturally demonstrate empathy to their partner: may be able to build bridges when there is conflict
- Committed to long-term relationships but may be disappointed when the ideal is not achieved
- Use language full of generalizations and may tend to over exaggerate
- When stressed may disconnect “nobody loves me, everybody hates me, I think I’ll eat some worms.”

Improving Relationships

- In your groups for the “couple” you have been allocated:
 - List three possible “connections” between these two temperaments.
 - List three possible “conflicts” between these two temperaments.



Direction of Energy



Introverting

- Energy flows inward first to process and reflect
- Think first, then act (respond)
- Process internally
- May listen more than talk
- Use more reserved body language
- Use First function in internal world

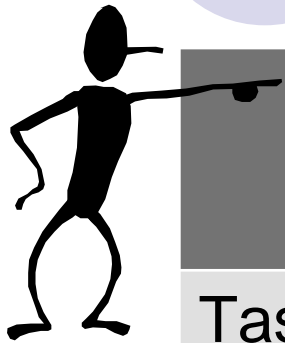
Extroverting

- Energy flows outward first to process and interact
- Act first, then think (initiate)
- Process externally
- May talk more than listen
- Use more expressive body language
- Use First function in external world

Introverting and Extroverting Discussion

- For the “pair” you have been allocated, identify two connects and two possible conflicts between you:
 - Introvert - Introvert
 - Introvert – Extrovert
 - Extrovert – Extrovert
- Identify three actions that you could take to improve communication between you

Communication



Directing

Task/time focus

Give structure,
direct

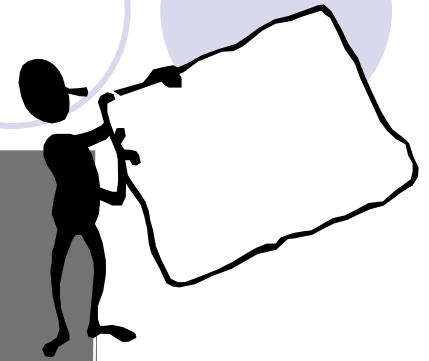
Tell, ask, direct,
urge

Informing

Process/Motivation
focus

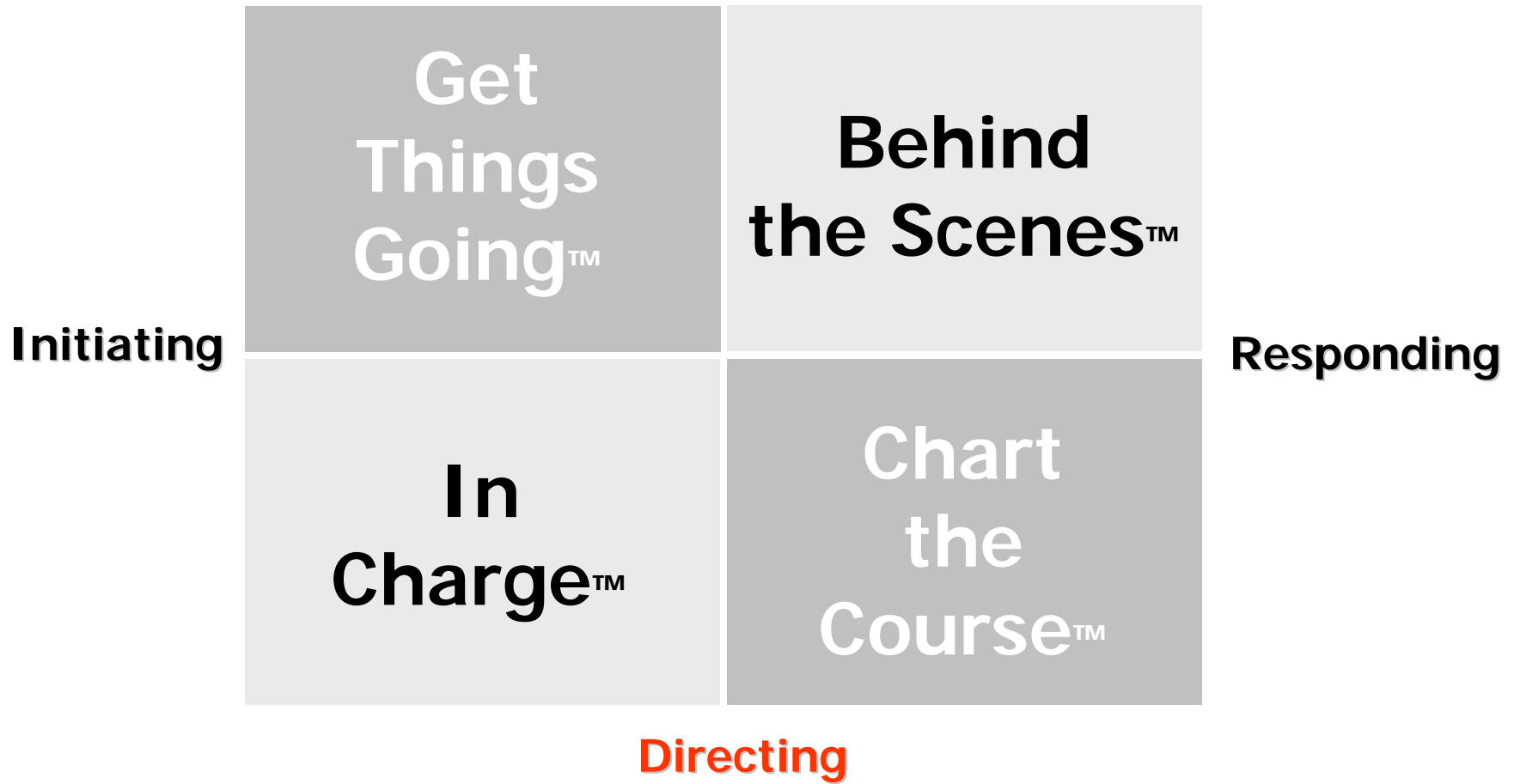
Evoke, draw forth,
inspire, seek input

Inform, explain,
inquire, describe



Interaction Styles™ Matrix

Informing



In Charge

RESULT

ENERGY

STYLE

DECISIONS

WANT

BELIEF

DRIVE

DON'T LIKE IT



Chart the Course

RESULT

ENERGY

STYLE

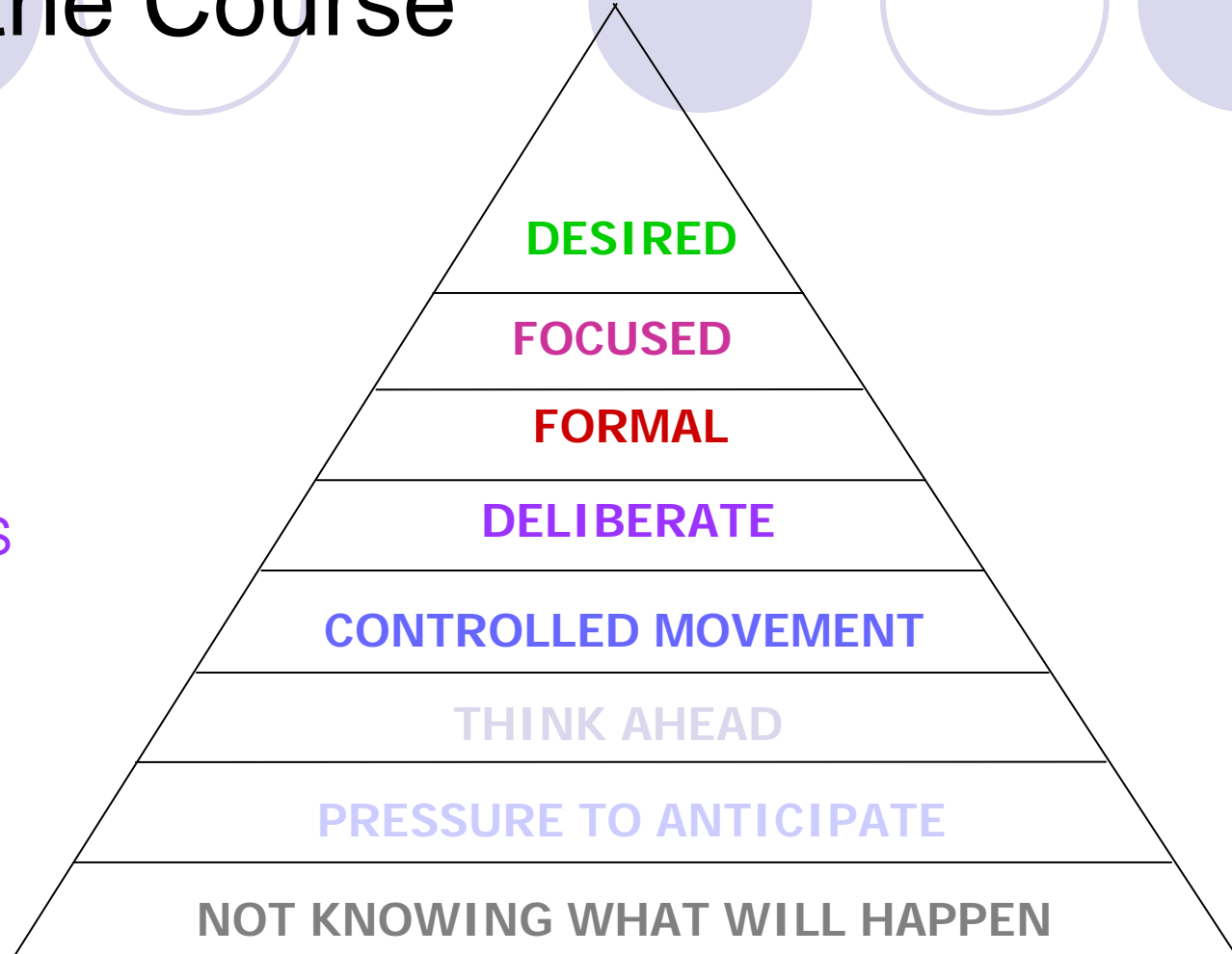
DECISIONS

WANT

BELIEF

DRIVE

STRESS



Get Things Going

RESULT

ENERGY

STYLE

DECISIONS

WANT

BELIEF

DRIVE

STRESS

EMBRACED

ENTHUSIASTIC

ENGAGING

COLLABORATIVE

MOVEMENT

INCLUDE EVERYONE

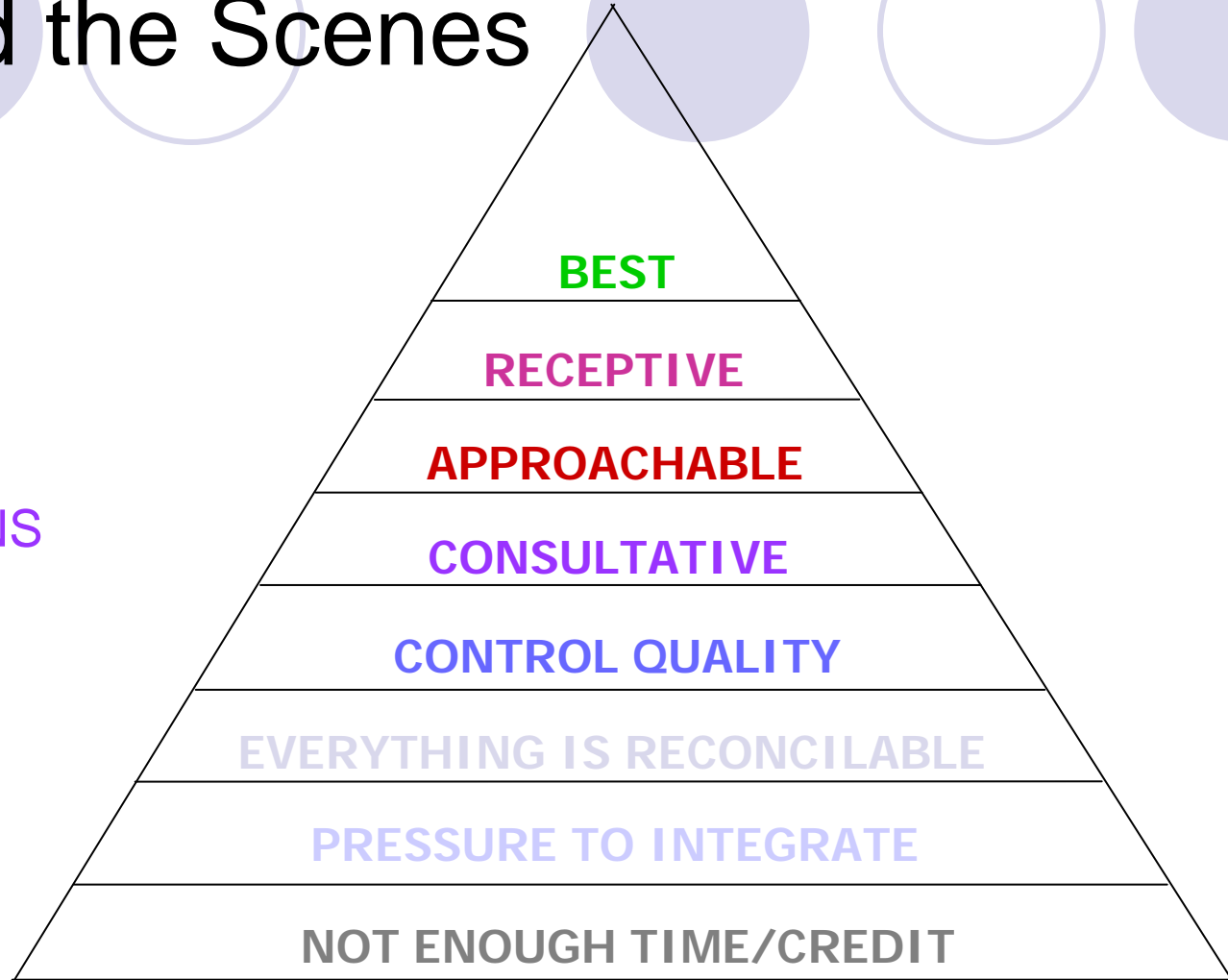
URGENT INVOLVEMENT

NOT BEING INCLUDED



Behind the Scenes

RESULT
ENERGY
STYLE
DECISIONS
WANT
BELIEF
DRIVE
STRESS



Get Things Going ENFP	Behind the Scenes INFP	Get Things Going ESFP	Behind the Scenes ISFP
Idealist		Artisan	
In Charge ENFJ	Chart the Course INFJ	In Charge ESTP	Chart the Course ISTP
Get Things Going ESFJ	Behind the Scenes ISFJ	Get Things Going ENTP	Behind the Scenes INTP
Guardian		Rational	
In Charge ESTJ	Chart the Course ISTJ	In Charge ENTJ	Chart the Course INTJ



Improving Relationships

- In your groups for the “couple” you have been allocated:
 - List three possible “connections” between these two Interaction Styles™.
 - List three possible “conflicts” between these two Interaction Styles™.



Lessons Learned

- Value the Differences
- Keep Learning!
- Communicate, communicate, communicate!



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