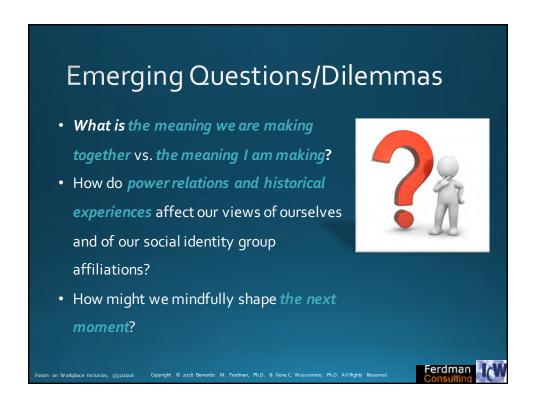
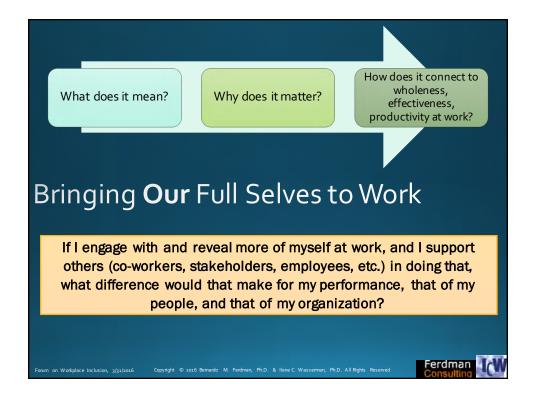


Our Roles as D&I Champions Consulting on organizational change designs & processes Coaching internal change agents Roles in universities & organizations Roles in the community & professional associations Everyday interactions Ferdman Consulting

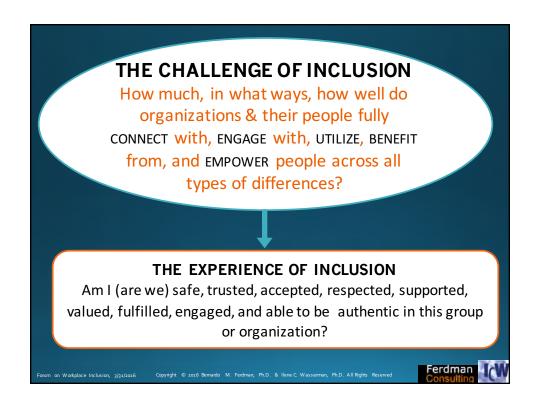


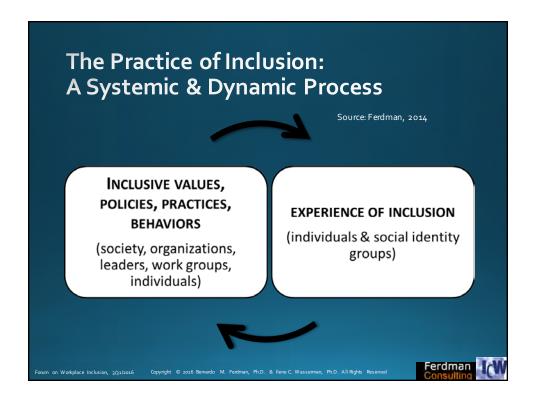


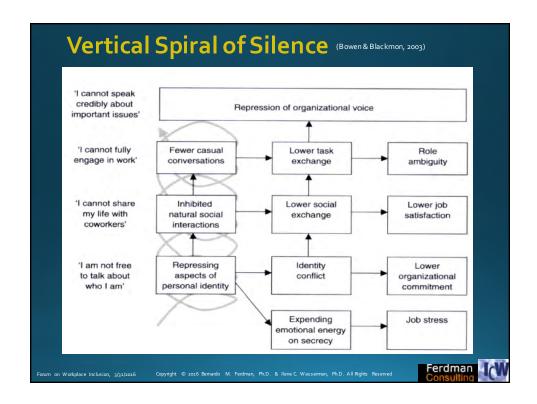






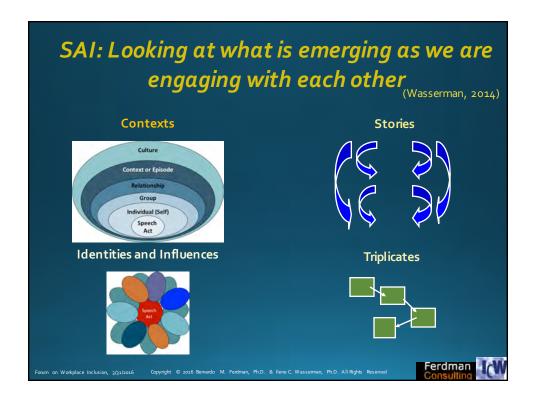


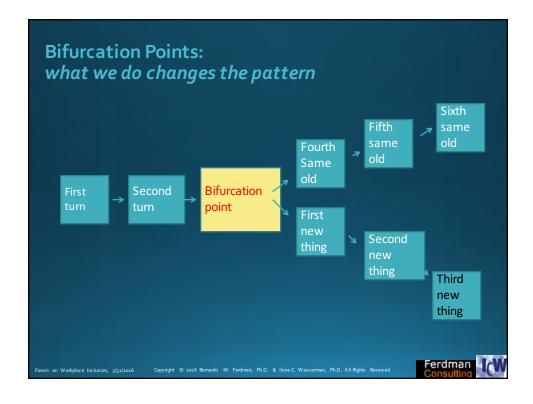




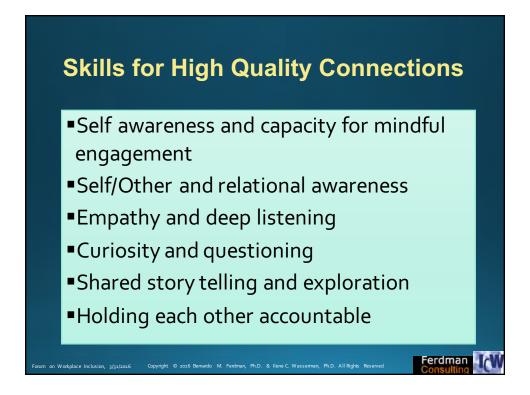
Self-as-Instrument (SAI): Communication "The process by which reality itself and with it particular ways of being human are co-constructed in all those events where we interact with each other" B. Pearce (1989) Ferdman Consulting

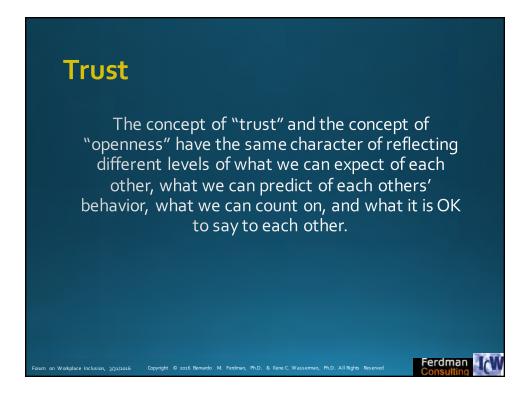












In all that we say and do, we manifest conditions of relationship. In whatever we think, remember, create, and feel—in all that is meaningful to us—we participate in relationship. The word "I" does not index an origin of action, but a relational achievement.

Gergen, 2009, p. 133

Paradoxes of Inclusion • Self-expression and identity: belonging/absorption vs. distinctiveness/uniqueness • Boundaries and norms: stable/well-defined vs. shifting/open • Process goals: Comfort/preservation of "my" way vs. discomfort/mutual influence & change



assumptions when receiving the husbands' racially charged request. What is the story being told? What is the form that the storytelling is taking? What are the reflex responses people are moved to make? Using her own experiences and insight as the basis for shared meaning, she approaches the situation assumptions when wonders what else she may need to understand or inquire about as she goes about firaming the situation. Interpersonal She invites conversation based on what assumptions need to be approaches the situation of being excluded, and wonders what else she may need to understand or inquire about as she goes about firaming the situation. Interpersonal She demonstrates a range of styles and skills in order to maintain relationships while approaches the situation. Learning is continuous and noted in the ongoing turns of the conversation. We give	Reflecting on Current Assumptions	Expanding Awareness Across Differences	Fostering Agility in Ways of Engaging	Learning from Shared Stories
explore her initial and other's experiences of being excluded, and wonders what else she may need to understand or inquire about as she goes about framing the stituation. She misunderstood others views or failed to take into account their unique experiences or identities. She misunderstood others views or failed to take into account their unique experiences or identities. She reflects on how to address the immediate needs of the patient, hown ethical considerations and the hospital's policies. Interpersonal Using her own experiences and insight as the basis for shared meaning, she approaches the situation with curiosity and the intention to meet the client and employees expansively. She invites conversation based on what assumptions need to be explored intention to meet the client and employees expansively. She misunderstood others views or failed to take into account their unique experiences or identities. She misunderstood others views or failed to take into account their unique experiences or identities. She misunderstood others views or failed to take into account their unique experiences or identities. She reflects on how to address the immediate needs of the patient, hown ethical considerations and the hospital's policies. Interpersonal She demonstrates a range of styles and skills in order to maintain relationships while inviting others to express their ongoing turns of the orgonic growth. We give people feedback on an ongoing basis to growth. Expanded perspective and development.		Intrap	ersonal	
Using her own experiences and insight as the basis for shared meaning, she approaches the situation with curiosity and the intention to meet the client and employees expansively. She invites conversation based on what stories assumptions need to be clarified, what stories need to be explored intention to meet the client and employees understand the patient expansively. She demonstrates a range of styles and skills in order to maintain relationships while inviting others to express their lived experiences and competing commitments. Competing commitments. She demonstrates a range of styles and skills in order to maintain relationships while inviting others to express their conversation. We give people feedback on an ongoing basis to growth. Expanded perspective and development.	explore her initial assumptions when receiving the husbands' racially charged request. What is the story being told? What is the form that the storytelling is taking? What are the reflex responses people are	and other's experiences of being excluded, and wonders what else she may need to understand or inquire about as she goes about framing the	she misunderstood others views or failed to take into account their unique	own past experiences, as well as related stories she has heard and/or been a part of as she reflects on how to address the immediate needs of the patient, has own ethical considerations and the
and insight as the basis for shared meaning, she approaches the situation with curiosity and the intention to meet the client and employees expansively. based on what assumptions need to be clarified, what stories need to be explored intention to meet the client and employees as well as the experience of the staff.		Interp	ersonal	
or the stall. Wasserman & Gallegos, 2009	and insight as the basis for shared meaning, she approaches the situation with curiosity and the intention to meet the client and employees	based on what assumptions need to be clarified, what stories need to be explored further in order to better understand the patient and her family's needs, as well as the experience	styles and skills in order to maintain relationships while inviting others to express their lived experiences and	ongoing turns of the conversation. We give people feedback on an ongoing basis to growth. Expanded perspective and
Ferdman		of the staff.	Wasserman & Gallegos, 2	

