



# The 4 Ps of Collaborative Communication

## PAUSE for active listening...

Increase response time to allow for deep listening. Model thinking 3-5 seconds before responding or asking questions. Avoid unproductive solutions, inquisitive, or autobiographical listening behaviors.

#### PARAPHRASE to check for understanding...

connect ideas or change level of reflection. Connect with the speaker on two levels: (1) content – I care about your message, (2) emotion – I care about you.

### PRESUME POSITIVE INTENT to model acceptance...

trust, and respect. Believe that others have good intentions and desire to learn and change.

#### **POWERFUL QUESTIONS for clarity...**

problem solving, considering options, identifying outcomes, prompting action, and assessing progress. Avoid making suggestions masked as questions and asking questions when you already know the answer.



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