

Guessing What They Think

Separate what someone actually did from what you decided it meant.

WHEN TO USE THIS

Use this after a short reply, a look, or a silence you have been reading into.

Who are you sure is thinking something about you? What do you think it is?

What do you actually know?

WHAT YOU SAW OR HEARD

WHAT YOU ADDED

Three other reasons they could have acted that way.

1.

2.

3.

What is the one question you could ask that would settle it?

You are guessing with very little. Asking costs less than the guessing does.