

E-Communication (= M-Understanding²)

Overview: E-Communication is as essential for business, religious and political leaders and professionals and professors as it is indispensable for school administrators, teachers, parents and couples. It is extraordinarily effective in enhancing team, group and family dynamics. In conflict management, it is revolutionary and effective. Almost all differences can be understood and resolved through E-Communication. E-Communication is effective and applicable in all cultures. This skill should be called, M-Understanding², as it is astonishingly effective in creating mutual understanding and mutual understanding is absolutely essential in building quality, satisfying, constructive and creative human relationships.¹

Analysis: The “E” *in* E-Communication stands for “IEE” or Inner “Energy Experience”.

Inner Energy Experience: By “Inner Energy Experience” is intended: “The sensed awareness of the bio-electro-chemical interactions in one’s body”. That sensed awareness often goes unnamed. However, in our coaching experience, one can quickly become sufficiently aware of this phenomenon when it is pointed out to them. One’s lack of awareness of their Inner Energy Experiences seems, therefore, primarily due to a lack of training in self-reading.

Fortunately, this crucial self-awareness can be rapidly acquired using REPRIT Pedagogy when it systematically applied throughout the learning process, as is the case in Life Transforming Habits. REPRIT based training creates a heightened, experiential awareness of the relationships between one’s Interpretive Thoughts, the resulting electro-bio-chemical interactions initiating the inner physiological sensations (IEE) and culminating in externally observable, universally similar manifestations in body language, facial expressions and tonality of voice (where one to speak).² Moreover, a person can verify this inner energy experience and identify its external manifestations whether they are or are not knowledgeable about the scientific details of what is taking place within them.

In summary, the bringing together of these factors—the Interpretive Thought, the resulting electro-bio-chemical interactions, the inner energy sensations and the external physiological manifestations—is what makes self-awareness of the thought-body interconnection easy to learn. And it is this awareness along with a right motivation that lies at the heart of the extraordinary effectiveness of E-Communication in creating mutual understanding.

¹ We could create a formula: E-Communication = Mutual-Understanding² or EC=MU²

² See page 6 for more details on REPRIT Pedagogy

Describing your Inner Energy Experience to Yourself: It is always best to first describe your IEE to yourself. This can easily be done by becoming aware of where you experienced your IEE in your body and telling yourself or writing down where you experienced your IEE in your body.

Processing Your Inner Energy Experience: After first describing where your Inner energy experience manifest itself in your body, you then process it by telling yourself or writing down what you were thinking that caused that IEE.

Sharing Your Inner Energy Experience and Your Interpretive Thought with Another Others: After describing your IEE to yourself and processing your IEE, you are ready to share it with others.

LAWS:

Law 1: An Inner Energy Experience created by one's Interpretive Thoughts will immediately become apparent in facial expression, body language and tonality of voice (should one speak) and that IEE can be identified by an attentive, trained observer even before the person themselves might be aware of their own IEE.

Law 2: When an Inner Energy Experience created by one's Interpretive Thoughts reaches a certain intensity, it can be sensed and identified by the person and described as to where they experienced it in their body.³

³ When an Inner Energy Experience resulting from a purely physiological cause reaches a certain level of awareness, Interpretive Thoughts will immediately follow.

E-Communication is composed of E-Reading and E-Sharing.

In E-Communication, E-Reading enables you to read the Inner Energy Experience of the person communicating with you. You understand more and connect more deeply with the other because you see more accurately an interpretive field in their facial expressions and body language that is more consistent with their actual state of mind than their words might convey.

When one E-Reads other person in this way, one is far more likely to understand the essence of what the other is intending to convey with their words than when one listens only to the words. In fact, in listening just to words to understand, one often gets the speaker wrong no matter how perfectly the “listener of words” can mirror or parrot back the words and not even when the listener is following the expressed logic of the words.

As the goal of E-Communication is Mutual Understanding, it is crystal clear why E-Reading is so vital. Moreover, if you are consistent in practicing E-Reading, the other will experience you as a caring person and will more readily be willing to listen to you too.

In E-Communication, E-Sharing enables you to express your own Inner Energy Experience when communicating with others. Honestly but humbly sharing your own IEE with your small group, team, corporate board, family, friends or life partner creates deep trust in your integrity. In other words, E-Sharing is not just for small groups and essential for life partners, but it is also useful for corporate, team, group and family leaders. Leaders who E-Share are able to more effectively motivate others because they are transparent—no hidden agendas lurking in their words—and, hence, are perceived as trustworthy. We tend to follow those who are trustworthy. That is one of the key reasons we coach the “how to” share in alignment with one’s real Inner Energy Experience.

Training Strategy Summary

In E-Communication, we coach participants to first connect at the level of their Inner Energy Experience because these sensations (IEEs) are universally true of all persons. Then, when the Interpretive Thought—that caused the IEE in the first place—is expressed, it will be understood both at the universal level as well as at the particular and personal level as conveyed in the Interpretive Thought.

Law 3: When communication takes place first at the Inner Energy Experience level and then at the Interpretive Thought level and when E-Communication is used to safeguard that process, relationships at all levels—corporate, team, group, family, personal—are more creative, constructive, connectional and solution oriented.