

The Empathy Principle



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Empathy—an appreciation for another’s situation and point of view.

1. An understanding of what others are experiencing.
2. Judging others by their own standards.
3. Sensing others’ feelings and perspective, and taking an active interest in their concerns.
4. Sharing another’s perspective and specific distress.
5. The capacity to think and feel oneself into the inner life of another person.

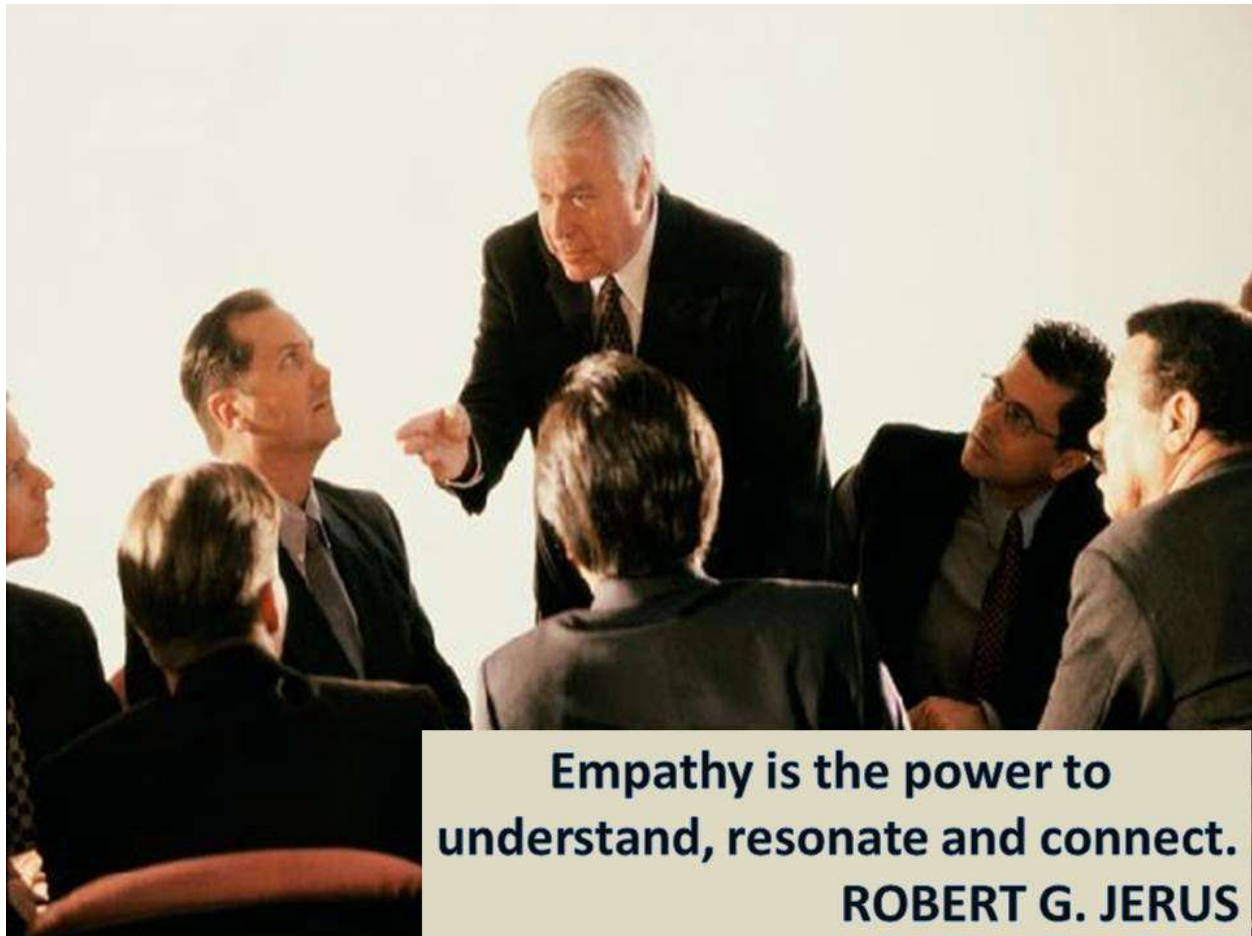
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6. Having a similar emotional state to another as a result of the accurate perception of the other's situation or predicament.

Empathy depends not only on one's ability to identify someone else's emotions but also on one's capacity to put oneself in the other person's place and to experience an appropriate emotional response. ~Charles G. Morris~

Empathy is resonance with feelings. It connects people and sets the tone for relationships. It is critical for influence, leadership, relationships, customer service, teamwork and all facets of success. It is also the foundation of emotional intelligence.



Do you know how empathetic you are? How about the other members of your team? What are you doing to improve empathy to accelerate both professional and personal success?

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The Empathy Principle is one of the foundational assessments of Success Dynamics' EIQ-2 emotional intelligence training. Take your development to the second stage of emotional intelligence... and beyond.