

# Speaking with needs

Look at your strategies. **5** Do you want someone to do something to fulfil your needs?

NO

YES



No speaking needed.

4 Steps of NVC developed by Marshall Rosenberg

Thought that evokes strongest feelings

**3b**

**Observations**

**1**

When I saw ...  
I heard ...

Direction and intensity of feeling

**1**

Very unpleasant

Very pleasant

**Feelings**

**2**

I felt ...

Words for most important feelings

**3a**

Most important needs

**4b**

**Needs**

**3**

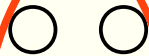
Because I needed / wanted ...  
Because my need for ... was (not) fulfilled.

Possible strategies to fulfil your needs

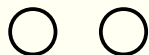
**5**

People  
Neutr. Invol.

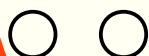
1.



2.



3.



**Requests**

**4**

**A** Request for clarity:

Could you tell me, what you heard me say?

**B** Request for connection:

Could you tell me what happens with you, when you hear this? (feelings and thoughts)

**C** Request for action:

Could you (person) do ... (action) at ... (time) and ... (place)?