# Yes

(because this strategy fulfils some/most of your needs; because you/others think you 'have to' say yes/no)

#### No

(because this strategy does not fulfil some most of your needs; because you / others think you 'have to' say yes / no )

Decision

0

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Ζ

I would like to

### Pause

our conversation about ... until ...

Subject

Date / Time

I would like to

#### Pause

our conversation about ... until ...

Subject

Date / Time

You

# Choose

to say / do ...

Add this card to a Yes-/No-card or another strategy card.

You think you

## Have to

to say / do ...

Add this card to a Yes-/No-card or another strategy card.

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**SELF** 

Add this card to a 'red' card (or another Needs Card).

**SELF** 

Add this card to a 'red' card (or another Needs Card).

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Instructions can be found on www.deckofneeds.com. These cards have been designed to be combined with the Deck of Needs and the Strategy Cards. We recommend to cut the cards before you laminate them. Best results can be achieved with special A7 and A8 laminating pouches.

Developed by Hugo A. Roele, developer of the 'Deck of Needs', writer of the 'Book of Needs' and co-founder of **www.kommunikasie.org.** 

