The Winds of Change

Arbeitsblatt zur STEP-Strategie

1 What does STEP stand for?

S stands for:	The German meaning is:
T stands for:	The German meaning is:
E stands for:	The German meaning is:
P stands for:	The German meaning is:
2 When do you need this strategy?	
3 Please explain how to apply this stategy:	
4 What could you do before reacting?	
(1)	
(2)	
(3)	
(4)	

The Winds of Change

Arbeitsblatt zur STEP-Strategie

5 Which important details of the situation should be established (Step 3)?	
6	Make a list of useful phrases to show your interest in the other persons position.
7	There are certain phrases you can use for this strategy. Please write down one or two phrases for every step of the STEP strategy.

8 Please draw a mind map to summarise the STEP strategy.