



CHEAT SHEET

The Sensing Cheat Sheet

Techniques to increase your connection, and your ability to sense yourself and others.

● Scan yourself BEFORE · IN THIS ORDER

1 Physical

Jaw, shoulders, chest. Rate, tension, energy.

2 Mental

Sharp or foggy. Racing or stuck.

3 Emotional

Name the weather. One word.

● Pick one lane DURING · NOTES PULL YOU OUT OF SENSING

To sense · any discussion, the default

You drifted	Run the scan again, then look back out at them.
Composing a reply	That is the drift. Drop it and come back.
Cannot connect	Mirror their posture. It works on video too.
Still nothing	Read their face and their eyes, then what <i>they</i> hear and feel.
What do they want?	Advice, or to be heard? Ask them if you cannot tell.
Bursting to speak	Hold it. The reflection is where it belongs.

To analyse · only if you must reconstruct it

Take notes	Chronologically, so you can rebuild the sequence.
The story shifts	Mark it. Do not challenge it in the moment.
Logic or feeling?	Answer them in the register they are using.
Recording?	Use it. A pen is what breaks the connection.

● The trap ANY TIME

“I have gone through that.”

You are about to make it about you. **Pause, ask something more curious, or give them back an observation** about that moment.

● Three questions AFTER · NOT WHILE THEY ARE TALKING

1 Paraphrase

“It is only two weeks, the team is used to it by now.”

“It sounds like you are more concerned about it being done right than about the deadline. Is that fair?”

2 Deepen

“The boss will not like it. But it should be fine.”

“What is it that the boss will not like? And what makes you think it will be fine?”

3 Hunch

“I had to move the client call, but that is nothing. The real problem is the budget.”

“I believe you about the budget. You went straight past moving the client call. Is there anything in that one?”

Score yourself one to five on four things: how well you sensed them, how present you were, how well you sensed yourself, how well they sensed you. **Your lowest is your ninety days.**