



## What it does

This exercise helps the client to put themselves into someone else's shoes, and to think about how they are perceived by that other person. It is particularly helpful where the client is being very self-critical. Telling the client that they are being hard on themselves doesn't very often move things forwards. They will already know that – the point is, how to shift the thinking pattern.

## How to play it

Ask the client to take a few deep breaths, pause and think about a nice place to be – this helps to clear away the thoughts that have been stuck in their mind. Then ask the client to imagine that they are a fictional person who will be able to judge them. This could be a peer, a junior member of their team or a someone who is senior to them – whichever is most appropriate. To make it more real, ask them to give the person a name (also, may help if they are of the opposite sex).

Now ask the client to revisit the issue they were discussing, but this time as the person who they have created. Ask them to describe how they feel about this and what they make of the client.

## How it works

It is often really difficult to get a different perspective on a situation. Using this technique, taking the client through the exercise and encouraging them to create this character, helps them to shift their thinking to the creative side of their brain. This helps them to see the situation in a very different way – the exercise acts as a disruptor to the existing thinking pattern.

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