

Building Lasting relationships

建立長遠性人際關係

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Reference Book:

Winning with People (John C. Maxwell)

建立長遠性人際關係

第一課：

我是否準備進入關係？

(The **Readiness** Question)

第二課：

我是否願意與別人有連結(關係)？

(The **Connection** Question)

撫心自問

「對重視別人過於重視自己」
對我來說是否極難做到？



Do I have a hard time
putting others first?



基本的信念

- 所有人類,不論年齡,性別,個性,地位,教育,信仰,及貧富,皆有渴望與別人有所連結(關係)
- 愛,孤單,需要被接納都是尋找與別人關係的推動力
- 建立正常與別人連結有六個原則,但最重要是:

停止爲自己掛慮,開始注視別人及他們的需要

Stop worrying about yourself, start looking at others and what they desire

六个原則

- 看大圖畫 (Big Picture Principle)
- 交換位置 (The Exchange Principle)
- 必有我師 (The Learning Principle)
- 待人有恩 (The Charisma Principle)
- 重視別人 (The Number *10* Principle)
- 面對事實 (The Confrontation Principle)



看大圖畫 The Big Picture Principle

The entire population of the world, with one minor exception, is composed of others!
Many things happening in life is not about me or me alone!

全世界除一微少例皆由「他人」所組成!
生命中所發生的許多事情皆不有關於我單單關於我!



Actress Angelina Jolie

“There was a time where I never has a sense of purpose, never felt useful as a person, . . . Wanting to kill yourself or take drugs or numb yourself out . . . I remember one of the most upsetting times in my life was after I had attained success, financial stability and I was in love, and I thought, ‘I have everything that they say you should have to be happy and I’m not happy.’”

Goodwill Ambassador 2001 UN

- Donates 1/3 income to help refugee and orphans
- **Worth** magazine named her one of 25 most influential world philanthropists

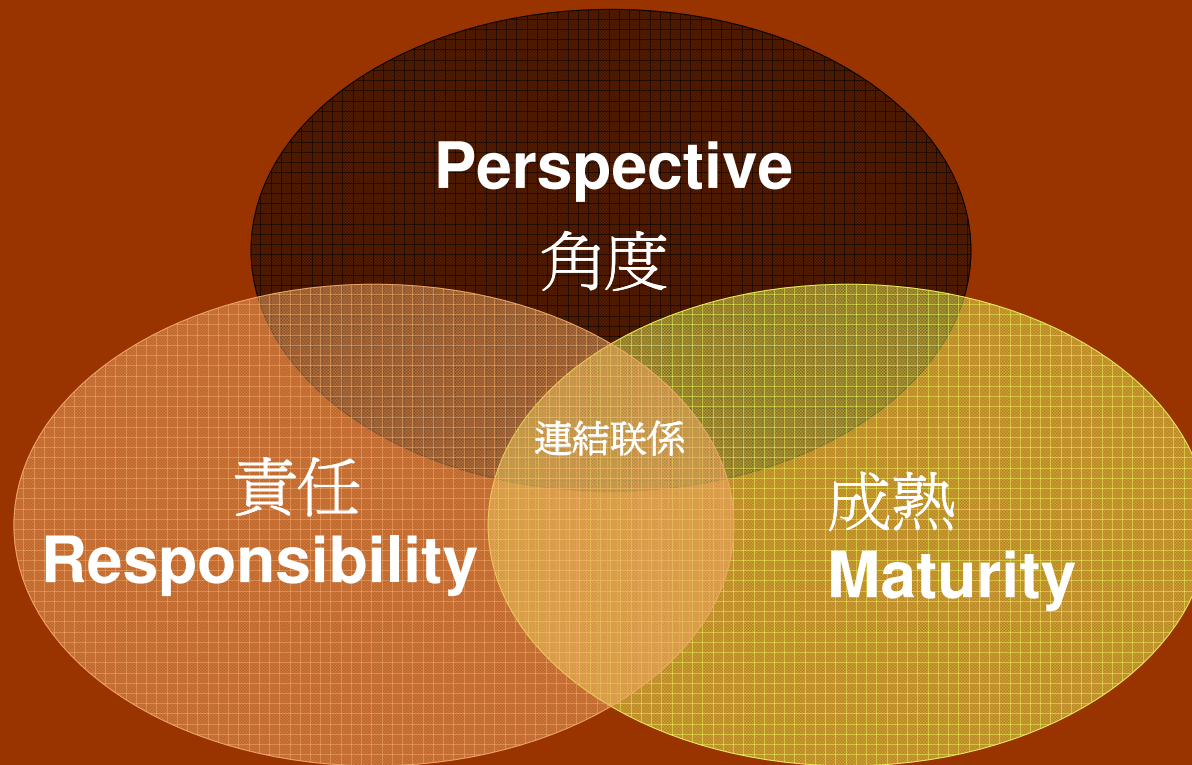
*“You could die tomorrow and you’ve done a few movies, won some awards – that doesn’t mean anything. But if you’ve built schools or raised a child or **done something to make things better for other people**, then it just feels better. Life is better.”*

什麼能使一個人思想改變那麼多呢？

能夠不單顧自己的事,也顧別人的事:

1. 小孩子與成長的人心態的分別
2. 角度:世界 不是以我為中心點
3. 責任的英文乃由「回應」及「能力」兩組字合成,即「回應力」

Responsibility: “response ability”



Perspective

角度

連結關係

責任

Responsibility

成熟

Maturity

看大圖畫先決條件

- 脫離自己小小世界：不作井底之蛙
- 進門時請掛起「自我」的大衣
Check your **ego** at the door
- 自我中心者非想得太自己太多，而是想着別人太少

“An egoist is not a person who thinks too much of himself, but someone who thinks too little of others”

- 真正的滿足還需要健全的人際關係

撫心自問

1. 我是否在心態上向己(self oriented)過於向別人(other oriented)
2. 自我中心與自信心有何分別?
3. 我有沒有一位或以上深交的朋友?若然沒有,我該在行爲上有何改變?

交換位置 The Exchange Principle

角度巨大的力量(The Power of Perspective):

1. 我們常以自己動機衡量自己的行爲,卻根據行動衡量他人的行爲
2. 若失於從別人角度了解別人,則失敗與別人建立關係
3. 多學習從別人角度了解別人,則有助成功地與別人建立關係
 - **People naturally see themselves in the light of their intentions but they measure others according to their actions.**
 - **When we fail to see things from the perspective of others, we fail in our relationships**
 - **Learn to see things from others' perspectives helps us succeed in relationship**

How to “exchange”

1. 離開自己的位置,試探討別人的處景

The best way to keep from stepping on other people's toes is to put yourself in their shoes

2. 承認別人的觀點也有確實的方地

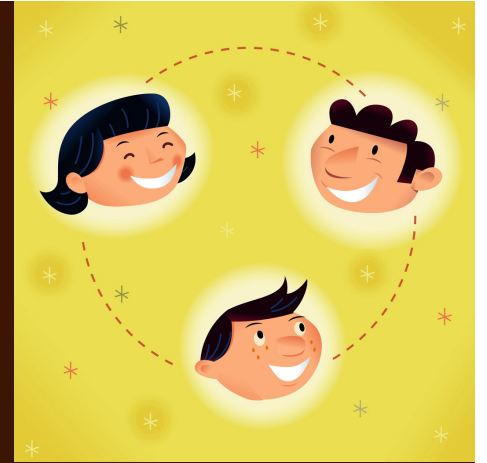
3. 檢討個人態度: 我們若不想改善自己,我們便尋找別人異己之處,反之,有意改善自己的人,則多尋找別人與己認同之處

When you don't want to change you look for differences in others but when you are willing to change you look for similarities

4. 請問別人若然設身在我的處境中將會如何做

感同身受

- 不是同情
- 能去感受他人所感受
- 能試把自己放於別人處境中
- 能叫他人感受到你了解他
- 能於與他人認同而不失去自我身份



My Own Reflection

Settling an issue is not necessarily resolving a conflict
Winning an argument does not mean you have won the heart

Opponents in ideas to yours are not your enemies
Knowledge enriches us intellectually but may puff us up

Only love can edify

Patience improves our understanding of others

Eloquent speech is a gift but forbearing is the fruit of the Spirit

Sadness of being rejected is better than the happiness of demolishing our weak brother and win the day!