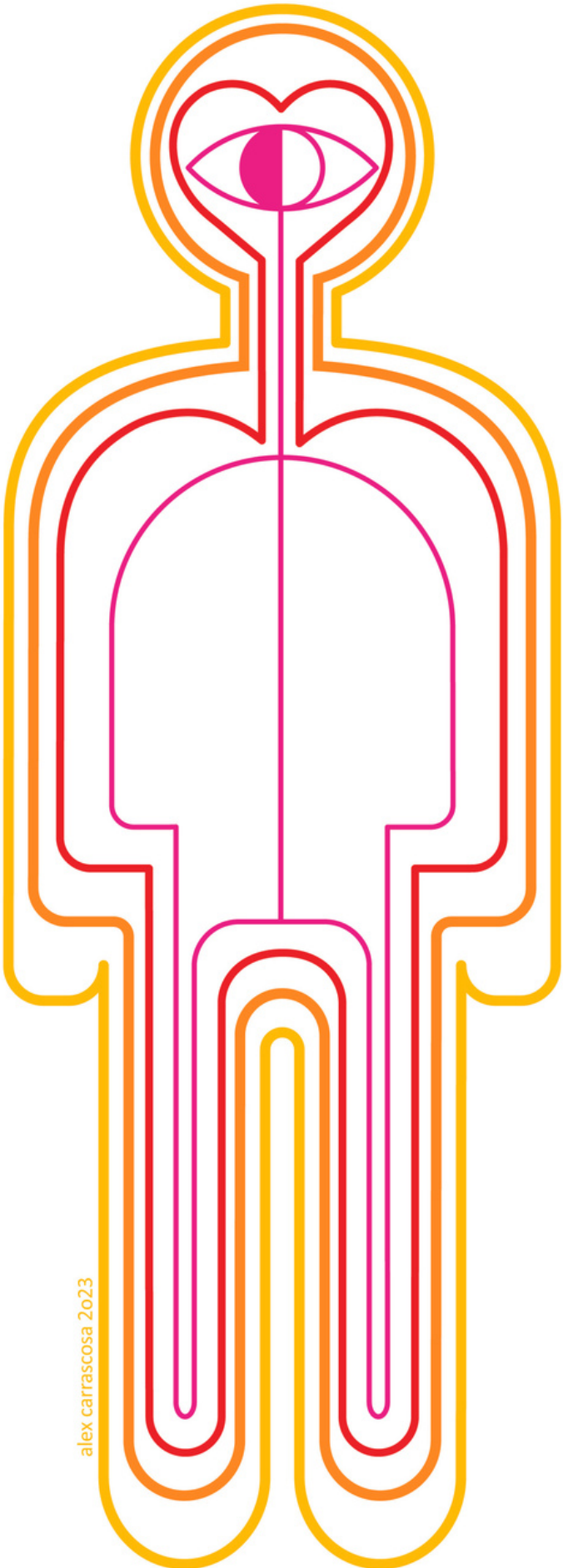
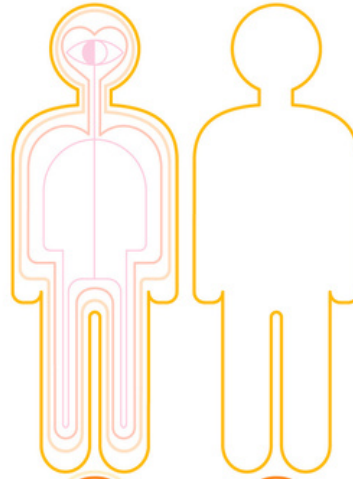


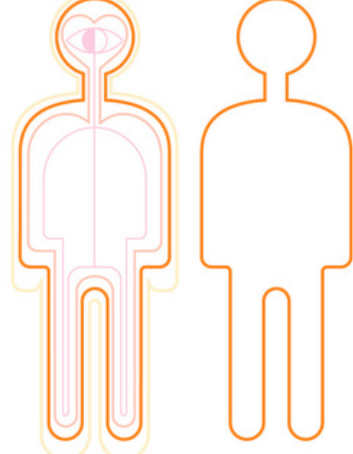
The 4 Matryoshkas: Manual for a Better Understanding



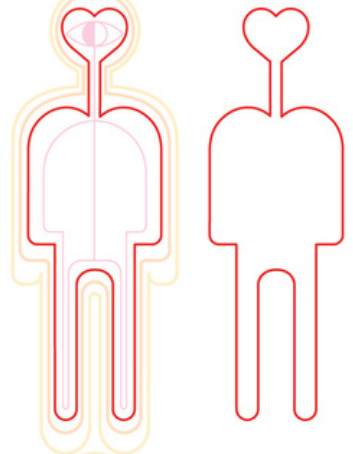
alex carrascosa 2023



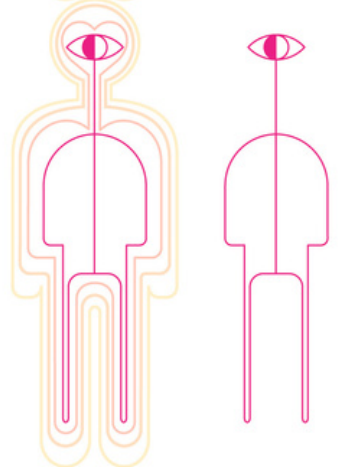
The **PERSON** (from Greek *prosopon* or "mask"). Our attitude, position and behavior; the set of characters we represent.



INDIVIDUAL INTERESTS that emerge in our interpersonal relationships: Appreciation, Affiliation, Autonomy, Equity, and Rank.

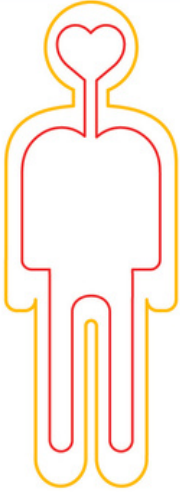


EGO as awareness of our corporeality and subjectivity. Center of the basic human needs of subsistence, inclusion and self-esteem.

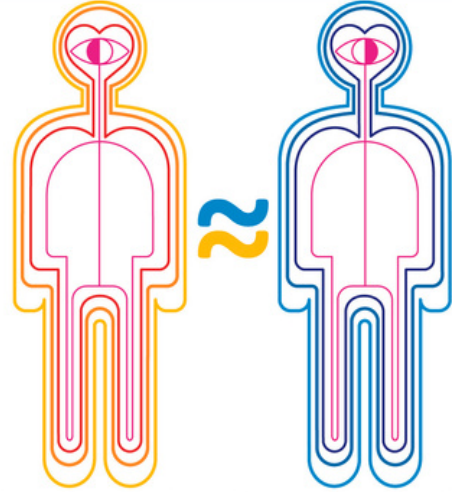


DUALISM as "operating system"; our way to perceive, think, and understand reality and the product of our thinking.

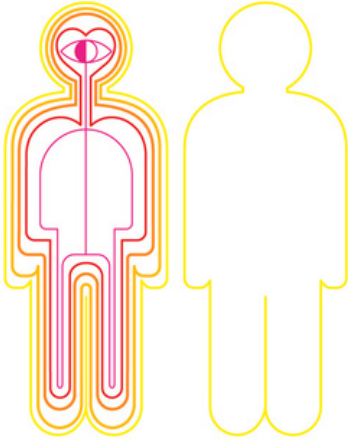
The 4 Matryoshkas: Steps for an Effective Dialogue



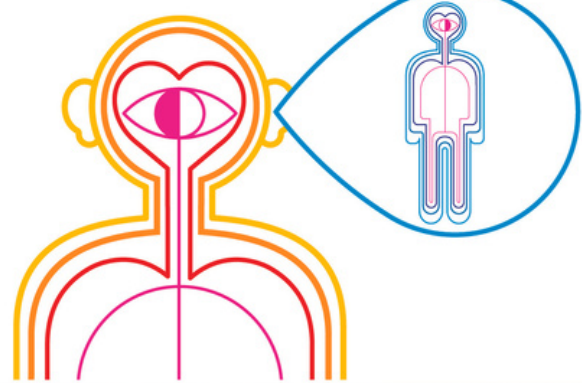
1. Dialogue with our ego; tell it: "I recognize you"; ask yourself which are your needs and why are they motivated.



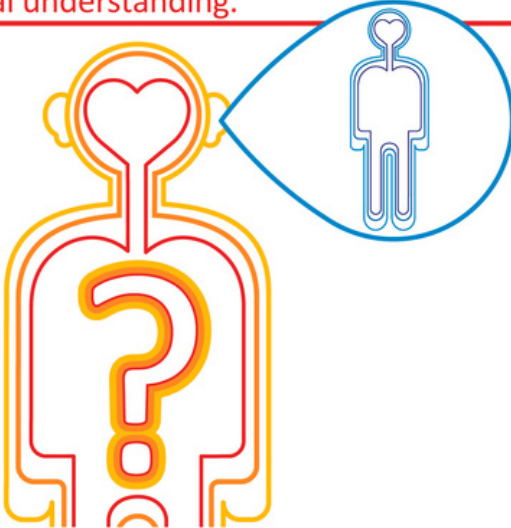
2. Acknowledge that the person in front of you is similar to you, with their interests, their needs, and their mentality.



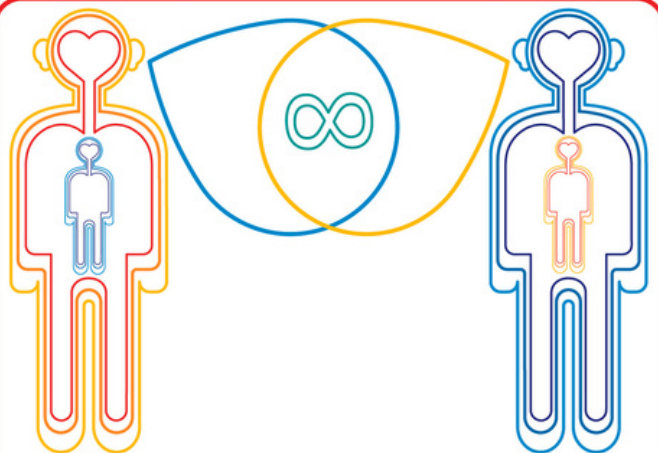
3. Avoid dressing the "fifth matryoshka" of the idea or color that separates us from the other person. The goal of the effective dialogue is not to defeat the Other, but a mutual understanding.



4. Listen first, talk after. Listening is the revolutionary action par excellence: give the floor to the Other. Make the other person aware that we want to understand her/him. Help the Other inquire into her/his matryoshkas. Listening will give us the most subtle and democratic form of power: trust or the ability to be close.



5. Ask ourselves questions from the story of the Other; inquire into our motivations to the point of finding elements in common.



6. Once each party knows their motivations, build a new conscious conversation, based on mutual listening and consisting of elucidating how to satisfy each other's needs and complement each other.