



# shapesfor couples

Powered by **PsychoGeometrics**<sup>®</sup>

# Welcome & Overview



# Welcome from Susan Hite, CEO of PsychoGeometrics

Dear Couples,

We are excited to share a simple and effective way to strengthen your relationships by communicating more effectively, especially with your spouse, partner, or significant other.

Our hope is that you enjoy this experience and have fun learning more about each other. Understanding is the key to connectedness, and “Shapes” is your common language “superpower!” Of course, it also takes faith, commitment, and resiliency, but understanding makes it a whole lot easier to believe and stick together.

As you learn about the science of behavior and the art of communication, you will notice a shift in how you see yourself and your partner. Suddenly, you will understand why you feel, think, act, plan, love, celebrate, worry, stress, and de-stress like you do, and you will start to recognize the same about your partner. Thoughts and feelings of confusion, frustration, and disappointment, after a “conversation gone wrong,” will turn into clarity, confidence, and hope because next time you will know better in terms of “what to say” and “how to say it.”

On behalf of our team at PsychoGeometrics, here’s to strengthening your communication, turning tension into traction, and ‘bettering your best’ as a happy and fulfilled couple!



Sincerely,

A handwritten signature in black ink that reads "Susan Hite". The signature is written in a cursive, flowing style.

Susan Hite



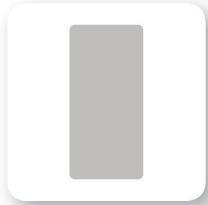
## Welcome & Overview

Course Agenda

Course Objectives

Resources

Introductions



## Modules 1 – 3

Module 1: Introduction to PsychoGeometrics

Module 2: Shape Perception

Module 3: Shape Flexing



## Review & Wrap Up

Review of Day One

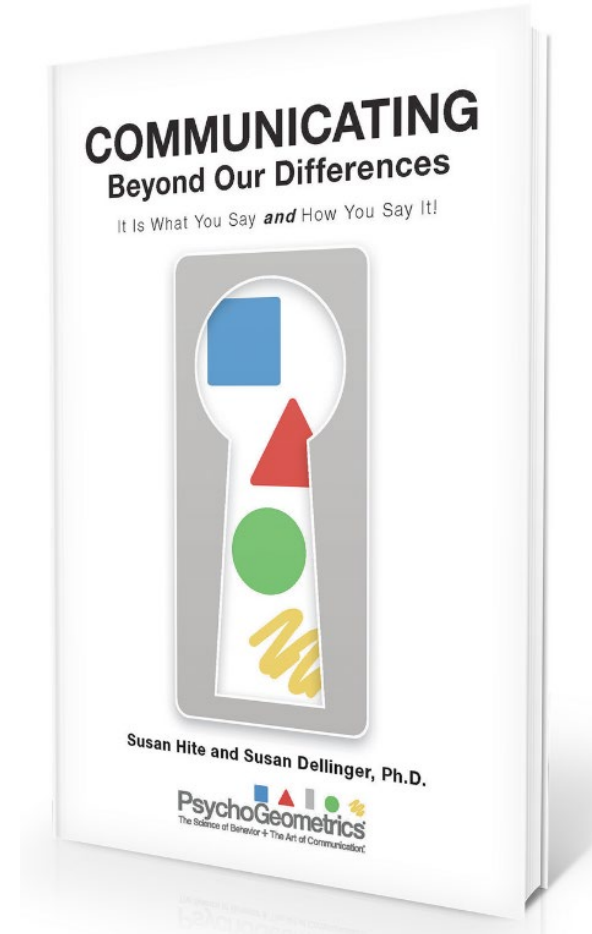
Preview of Day Two



- **Understand** your communication style, including your strengths and challenges, and the communication style of your partner.
- **Recognize** the possible positive and negative perceptions of your communication style by your partner, and your positive and negative perceptions of your partner.
- **Learn** the skill of Shape Flexing to strengthen the effectiveness of your communication approach and responsiveness with each other.
- **Discover** what motivates and demotivates you and your partner and adjust your communication accordingly.
- **Apply** the Strategic Shaping Model for planning, problem solving, and conflict resolution, making the hard conversations easier and the result all the better.

## In your Shapes for Couples Toolkit, you will find...

- 2 **Shapes for Couples** Participant Workbooks
- 1 *Communicating Beyond Our Differences* Book
- 2 Decks of the **Shapes Card Game** (decks of 10)
- 2 Written “Scratch Off” **Shapes Assessments** or  
Online Link to take the **Shapes Assessment** with Profile Report
- 2 **Shapes Guides**, hard copy or online version
- 1 **Shape Traits/Communicating with each Shape**  
“Takeaway Card”



# Introductions



- Share your partner's name.
- Share where your partner is from.
- Read the statement on the card.
- Does it describe your partner? Why or why not?





# Module 1: Introduction to PsychoGeometrics



# About PsychoGeometrics



## What is it?

- The science of behavior and the art of communication.
- Featuring five geometric Shapes.
- Each Shape represents a different communication style.
- Learn your Shape when you take the Shapes Assessment.
- The Shapes Assessment consists of three parts:
  1. Traits
  2. Behaviors
  3. How you relate to others

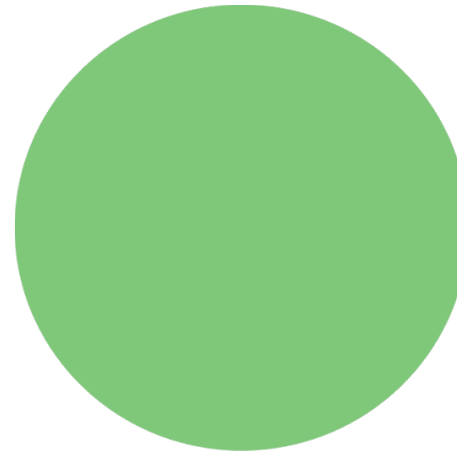
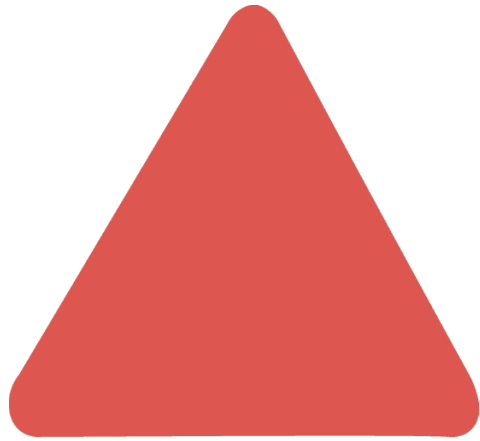


# The Shapes Assessment



## The Shapes Assessment By Sight

- Choose your favorite Shape.
- Choose your second favorite Shape.
- Choose your least favorite Shape.



## How it Works

There are three sections. Each part typically takes less than five minutes to complete.

Part 1 – **Traits**

Part 2 – **Behavior**

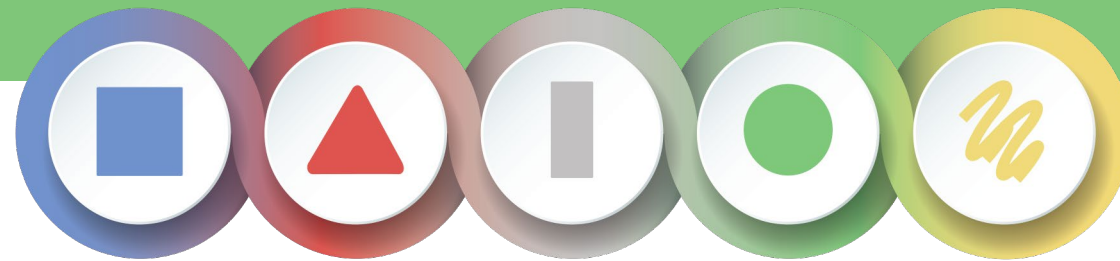
Part 3 – **Relating to Others**

You will not be timed, but it is best **not** to over-think your choices. Go with your first choice.

## What to Know

1. Relax! This is not a test, it's an assessment. It's meant to be FUN!
2. You won't get a grade, but you will get a Shapes score.
3. It doesn't matter what you score, but it does matter that you understand your score, and know how to use it to communicate more effectively.

# Take the Shapes Assessment Now



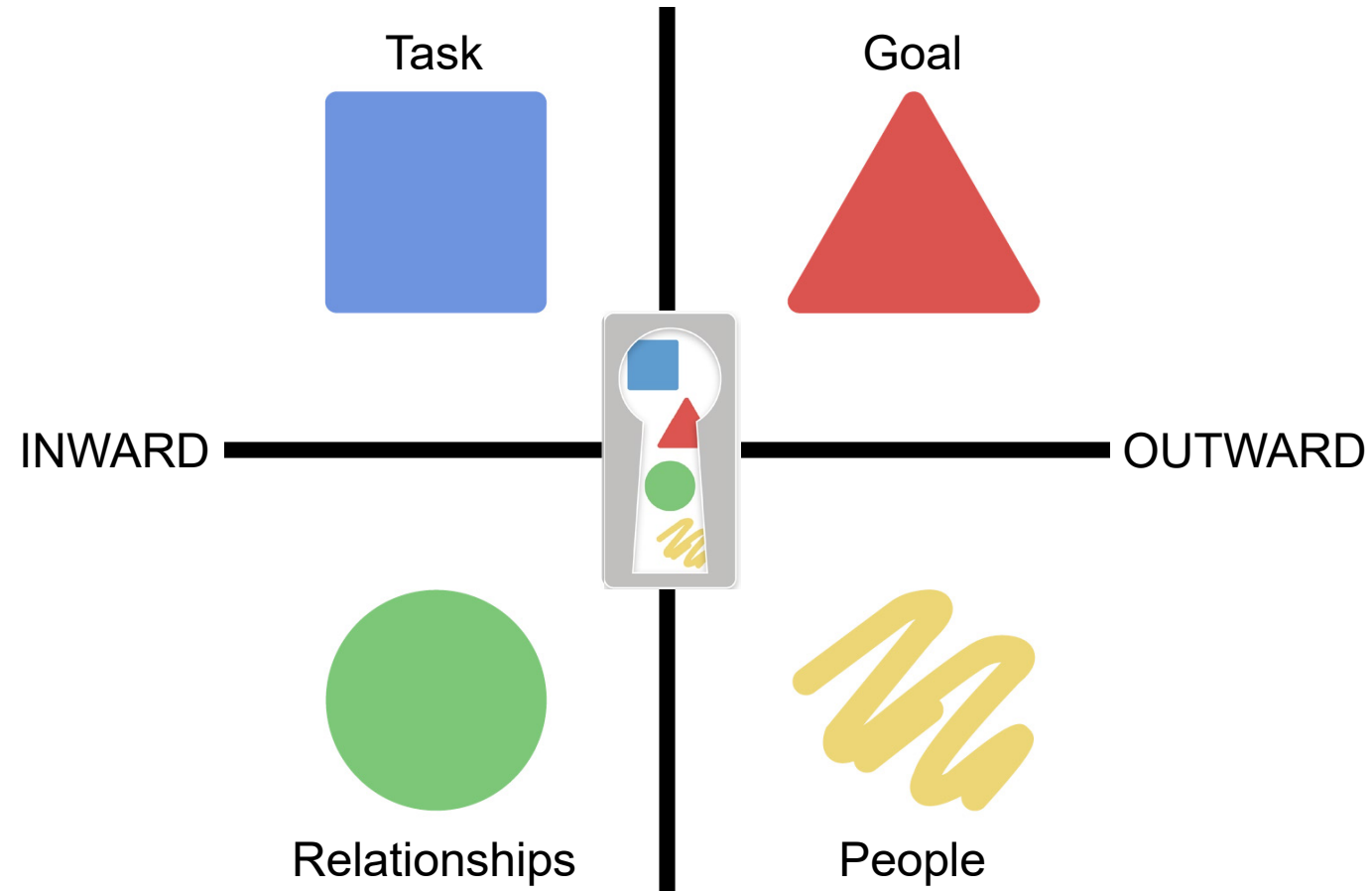
# The Five Shapes





# Things to Know About All Five Shapes

- Each Shape represents a trait or behavior and has value, power, strengths, and challenges.
- You have all five Shapes within you.
- You tend to use one or two Shapes the most because they are your natural strengths.
- It is wise to consider and leverage the behaviors of all five Shapes to communicate effectively.



## UNDERSTANDING YOUR SCORE

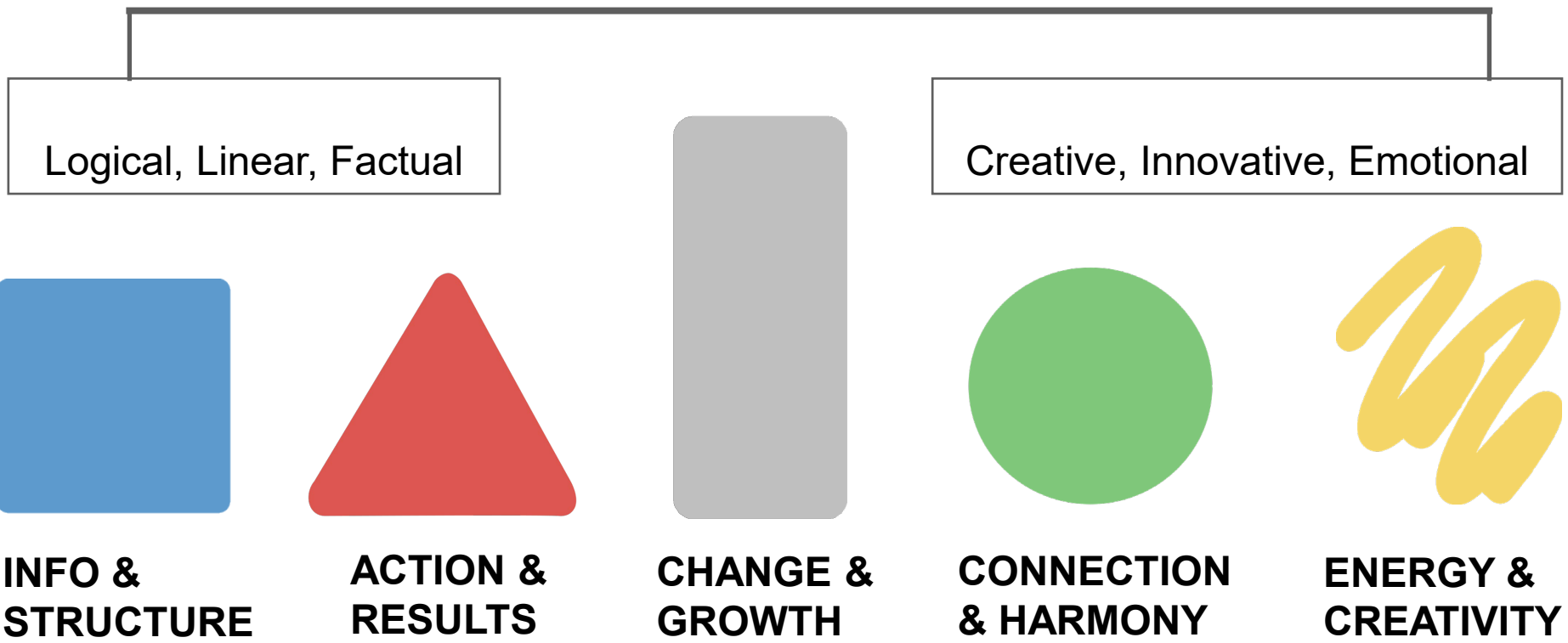
0-3 LOW – does not mean below average

4-6 MEDIUM – does not mean average

7+ HIGH – does not mean above average

Just because you score “high” in a Shape does not necessarily mean you are good at using that Shape.

It means you have a high percentage of that Shape within you naturally, and you have the potential to be great at using it.



# Let's learn more about your Shapes





## BOX

**“If you want it done right,  
do it yourself.”**

Because the **BOX** is composed of equal lines and angles, it represents **structure and stability**.

- Calm, consistent, logical.
- Most organized of the Shapes.
- Likes to know the facts and “think about it” before deciding.
- Tends to be a perfectionist.
- Can be poker-faced, shows little emotion.
- “I’d rather finish right than finish first and get it wrong.”
- Likes to stay on task and may not be pleased if you “pop in.”
- Doesn’t like to be put on the spot and prefers working alone.
- Trustworthy, dependable, you can count on the Box.

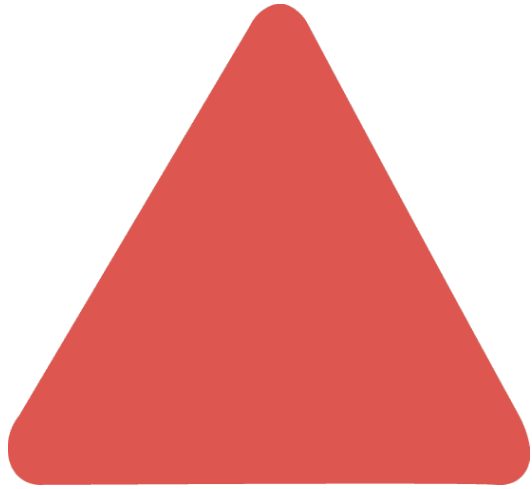


## BOX

To build trust with a Box, have a logical, proven process, or plan, or ask them to help create the process or plan.

## Breakout Discussion

1. Is anyone in your group a primary or secondary Box?
2. Is there someone in your life that you think may be a Box?
3. What are some ways to build trust with a Box?

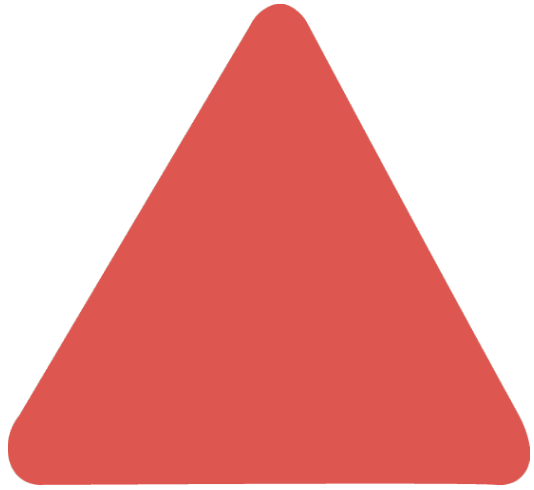


## TRIANGLE

**“When I want your  
opinion,  
I will give you mine.”**

Because the **TRIANGLE** is built like a pyramid, with an upward pointed tip, it represents ambition and high achievement.

- Driven, competitive, and likes being in control.
- Makes the decision then works to make it right.
- Can be seen as too direct and intense.
- Can't stand indecision.
- “I don't need to hear the whole story.”
- Politically correct. Knows how to work the system.
- Fast thinkers, decision makers, strong opinions.
- Quick to get to the point, lives a fast-paced life.
- Bottom line, doesn't want a lot of details.



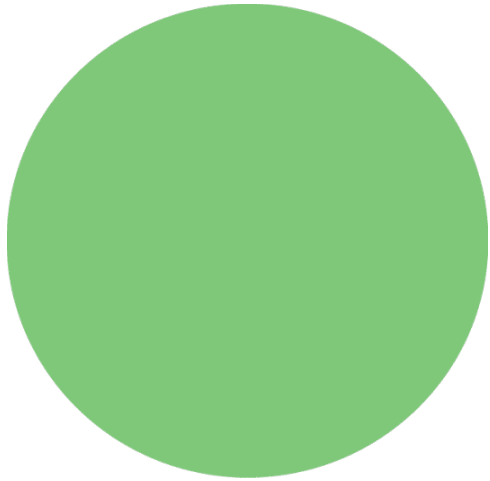
## TRIANGLE

**To build trust with a Triangle, give them some kind of authority, ownership, or influence.**

## Breakout Discussion

1. Is anyone in your group a primary or secondary Triangle?
2. Is there someone in your life that you think may be a Triangle?
3. What are some ways to build trust with a Triangle?



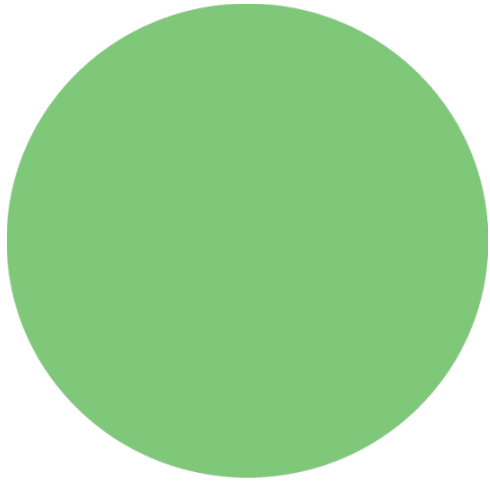


## CIRCLE

**“I don’t care how much you know until I know how much you care.”**

Because the **CIRCLE** has no beginning or end, it symbolizes **connectedness and unity**.

- Team player, nurturer, and stabilizer.
- Collaborative, sensitive to how others feel, and notices facial expressions and body language.
- Make good counselors, mentors, and mediators.
- “I’d rather be part of the team than be #1 on the team.”
- Focused on the well being of others, maintaining harmony, and tend to put their own needs last.
- Can be too accommodating and struggles to hold others accountable.
- Would rather save the relationship than solve the problem.
- Best empathetic listeners.
- Their memos may include a little smiley face.



## CIRCLE

To build trust with a Circle, show them how much you care and take time to show your appreciation.

## Breakout Discussion

1. Is anyone in your group a primary or secondary Circle?
2. Is there someone in your life that you think may be a Circle?
3. What are some ways to build trust with a Circle?



## SQUIGGLE

**“Life is short,  
eat dessert first.”**

Because the **SQUIGGLE** is free-forming and abstract, it represents the free-spirit, uniqueness, and flexibility.

- Creative, expressive, dramatic, witty.
- Innovators, idea producers.
- Not good team players naturally; however, can inspire others.
- Spontaneous, high energy, bored quickly by routine.
- Least organized of the Shapes.
- Challenges the status quo.
- "Why do we have to do it that way?"
- Direct, honest in their communication style. Shares exactly what they think, without thinking through it first.
- Doesn't like deadlines/follow-up but can pull it off brilliantly “just in time.”

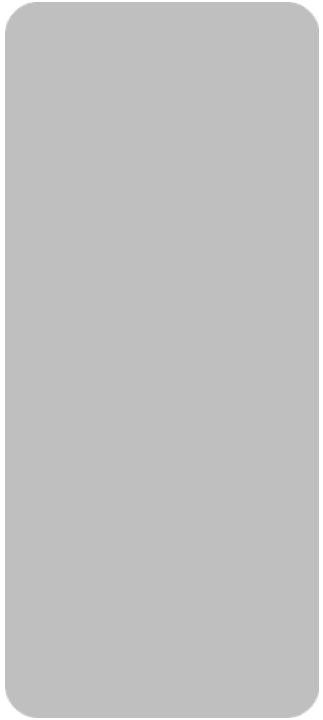


## SQUIGGLE

To build trust with a Squiggle, make it fun or let them have fun, show your willingness to be different or accept differences.

## Breakout Discussion

1. Is anyone in your group a primary or secondary Squiggle?
2. Is there someone in your life that you think may be a Squiggle?
3. What are some ways to build trust with a Squiggle?

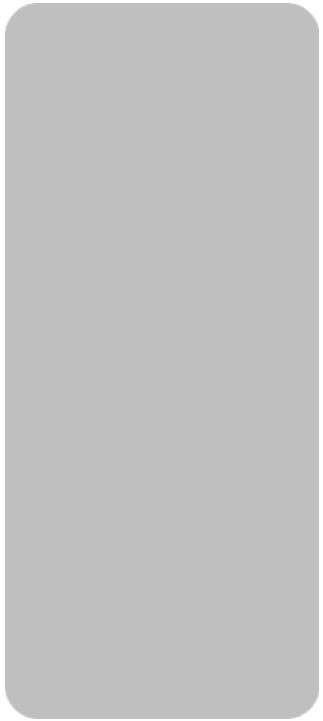


## RECTANGLE

**“Please listen to me,  
then tell me what to do.”**

Because vertical lines are associated with strength, courage, and progress, the **RECTANGLE** represents change and growth.

- Transitional Shape and is temporary.
- Neutral, undecided.
- Can be open, exploratory, and excited about change, but also confused, overwhelmed, and indecisive.
- “I don’t feel like myself lately.”
- Not certain about the future.
- Doesn’t want to be “pinned down.”
- Needs support and approval.
- Can benefit from having a mentor or trusted advisor.

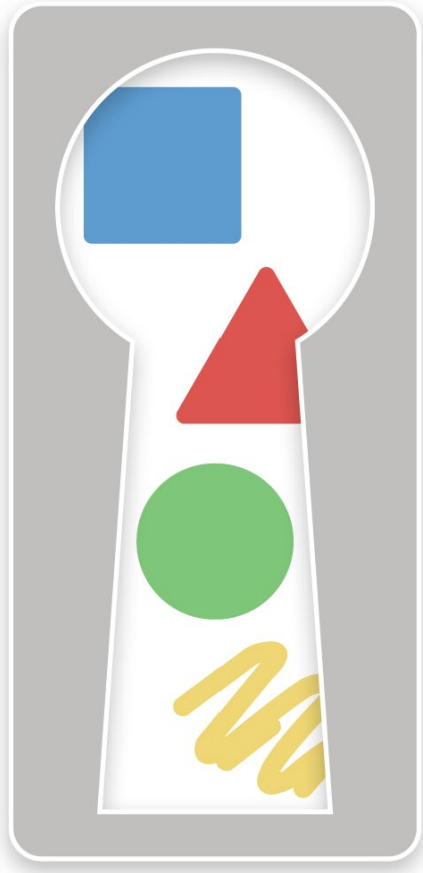


## RECTANGLE

To build trust with a Rectangle, provide them the opportunity to explore and support their growth.

## Breakout Discussion

1. Is anyone in your group in a Rectangle transition right now?
2. Is there someone in your life that may be going through a Rectangle phase?
3. What are some ways to build trust with a someone in Rectangle mode?



“Tell me more”

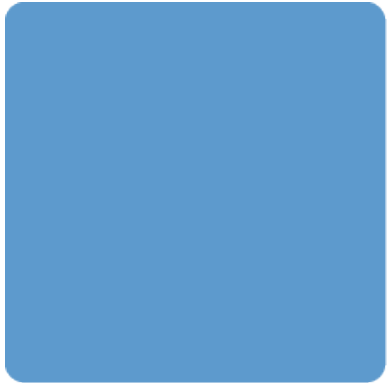
## Partner Discussion

1. Share your primary and secondary Shape with your partner.
2. Knowing each other's Shapes, discuss specific ways you can build trust with one another.





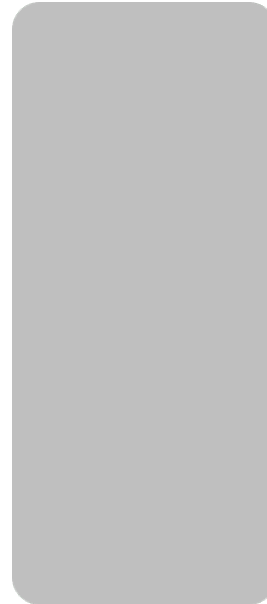
## Let's Review



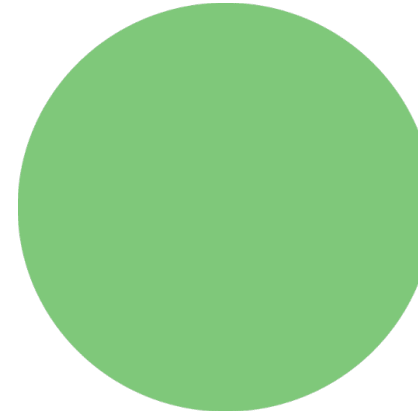
**Info &  
Structure**



**Action & Results**



**Change &  
Growth**

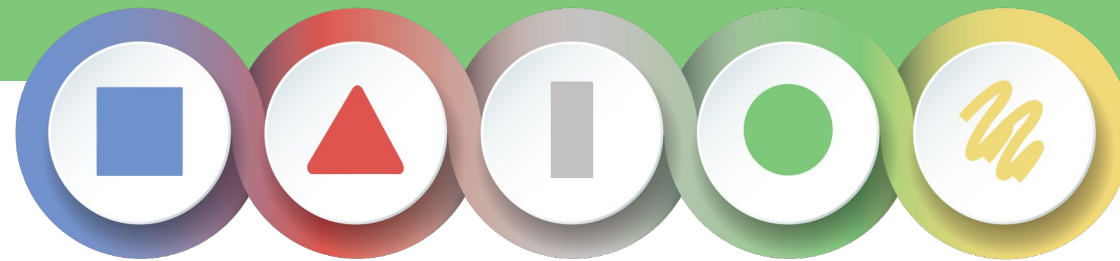


**Connection &  
Harmony**



**Energy & Creativity**






# What's Your Shape?



## SHAPE TRAITS



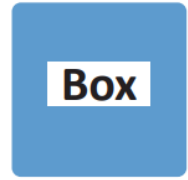
1. What are the 3 traits that best describe you?
2. What is the best way to communicate with you?

 <b>Information and Structure</b>	Informational, Factual, Detailed, Organized, Rarely Shows Emotion, Needs Time to Make Decisions, Prefers Working Alone, Tends to be a Perfectionist. <i>"If you want a job done right, do it yourself."</i>
 <b>Accountability and Results</b>	Ambitious, Competitive, Focused, Decisive, Strong Opinions, Quick to Get to the Point, Big Picture, Bottom Line, Likes Options, Wants to be in Control. <i>"Just make a decision, and right or wrong, work to make it right!"</i>
 <b>Change and Growth</b>	Growing, Searching, Exploring, Introspecting, Open, Undecided, Anxious, or Excited. <i>"Please listen to me, then tell me what to do."</i>
 <b>Connection and Engagement</b>	Inclusive, Nurturer, Caregiver, Stabilizer, Relationship-Oriented, Sensitive, Emotional, Team Player. <i>"I don't care how much you know, until I know how much you care!"</i>
 <b>Energy and Innovation</b>	Creative Intelligence, Free Spirit, High Energy, Spontaneous, Bored Quickly by Routine, Unique, Idea Producers. <i>"Let's go with the flow and have some fun!"</i>

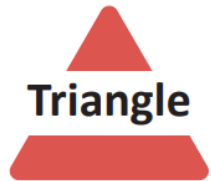
# How does your Shape show love?



# How does your Shape show love?



“I remain calm and objective, focusing more on the facts than the feelings.”



“I want to take away your pain and solve your problem as quickly as possible!”



“I fall short showing care and concern for others because I’m overwhelmed by the changes in my own life.”



“I stop what I’m doing and make time to listen and offer comfort.”



“I will be your biggest cheerleader!”

## Partner Discussion

1. Knowing each other's Shapes, discuss your natural ways of showing love.
2. Discuss how you each prefer to receive love.
3. Is the way your partner shows love the way you want to be loved? Is the way you show love the way your partner wants to be loved?



## Self-Reflection Questions:

1. What have you learned or reinforced so far?
2. Were you surprised at your Shape results or the Shape results of your partner? Why or why not?

# Module 2: Shape Perception





## Shape Perception Objectives

- Introduce the concept of perception and how perceptions are formed.
- Learn the PsychoGeometrics term “Shape Perception.”
- Acknowledge the possible positive and negative perceptions of your Shapes and communication style by your partner and your possible positive and negative perceptions of your partner’s Shapes and communication style.
- Recognize how you may interpret or misperceive the traits and behaviors of one another.
- Discover why you may have more negative or positive perceptions of some Shapes than others.

## What is Perception?

- The way you understand or interpret something.
- A mental Impression.
- As a result of using any of your five senses.
- Through what you see, hear, touch, smell or taste.



How would you describe this picture?



## How are Perceptions formed?

- Perceptions are either **innate (genetic inheritance)** or **learned through our experiences**.
- Factors that can affect perception:
  - Experiences**
  - Culture**
  - Personal interpretation**
  - Past or present environment**
- Evolution of perception – Our perception can change and evolve throughout our life based on our past experiences.

How might an 18-year-old describe this picture?



How might an 88-year-old describe this picture?








## What is Shape Perception?

An opinion about someone's communication style (traits, behaviors, and how they relate to others) based on environment, culture, past experience, or personal interpretation.



## Self-Reflection




1. Write down any possible positive and negative perceptions of your primary Shape.
2. Write down any possible positive and negative perceptions of your secondary Shape.

SHAPE	POSITIVE	NEGATIVE
 Information and Structure		
 Accountability and Results		
 Change and Growth		
 Connection and Engagement		
 Energy and Innovation		








## Group Activity

1. What could be the positive perceptions of each Shape?
2. What could be the negative perceptions of each Shape?

SHAPE	POSITIVE	NEGATIVE
 Information and Structure		
 Accountability and Results		
 Change and Growth		
 Connection and Engagement		
 Energy and Innovation		

# Shape Perception

SHAPE	POSITIVE	NEGATIVE
 <b>Information and Structure</b>	Objective, Consistent, Calm, Process-Minded, Detail-Oriented	Stubborn, Boring, Apathetic, Too Slow, Too Rigid
 <b>Accountability and Results</b>	Confident, Moves Quickly, Strong Opinions, Focused, Competitive	Egocentric, Leaves Others Behind, Intimidating, Intense, More "I" Focused than "We" Focused
 <b>Change and Growth</b>	Open-Minded, Asks Good Questions, Constantly Searching, Introspective, Excited	Indecisive, Confused, Reluctant to Commit, Needs Constant Reassurance, Anxious
 <b>Connection and Engagement</b>	Harmonizer, Emotionally Aware, Team Player, Caring, Good at Mentoring	Avoids Conflict, Too Sensitive, Enables Others, Takes on Too Much, Too Much Drama, Struggles with Holding Others Accountable
 <b>Energy and Innovation</b>	Creative, Flexible, Innovative, Spontaneous, Fun	All Over the Place, Struggles with Routine, Struggles with Follow-Through, Not Dependable, Takes Things too Lightly

## Partner Discussion

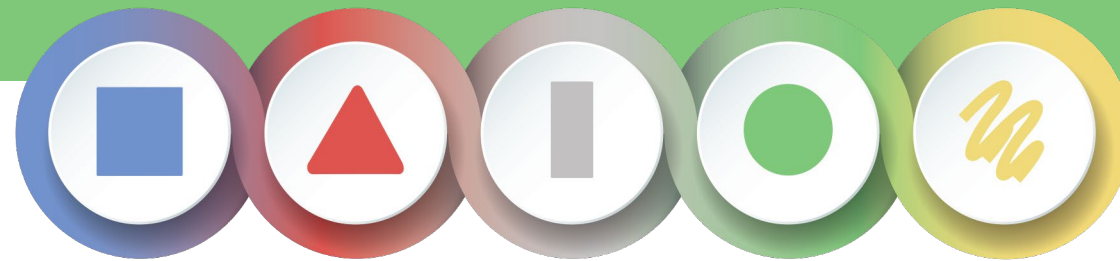
- Answer and discuss the following questions:
  1. Do you have a possible bias towards or against some Shapes? If so, which Shapes?
  2. Why do you think you have these biases?
    - Innate reaction?
    - Previous experiences?
    - Cultural?
    - Past or present environment?



## Self-Reflection Questions:

1. Do you have a negative perception of your partner that you now realize might not be their intent?
2. Does your partner know what you perceive as positive and appreciate about their Shape(s)?
3. Did your partner have a perception of you that you were not aware of?

# Module 3: Shape Flexing



## Shape Flexing Objectives

- Introduce the concept and benefits of “flexing.”
- Learn the PsychoGeometrics term “Shape Flexing.”
- Understand the difference between the Golden Rule and the Platinum Rule.
- Identify the steps for Shape Flexing.
- Apply the skill of Shape Flexing.
- Discover how to use Shape Flexing to enhance and strengthen your communication style.

## What is Flexing?

- Identifying and adjusting to communication styles that we are presented with at any given time.
- A skill, talent, or ability to use.
- Conscious or subconscious.

## Examples:

- Showing more or less emotion.
- Speaking pace.
- Volume of voice.



## Benefits of flexing include:

- Promotes trust.
- Shows respect and understanding.
- Enhances a positive exchange of engagement.
- Helps make the hard or awkward conversations easier.
- Turns tension into traction.





## What is Shape Flexing?

Shape Flexing is the skill set of adding a specific Shape behavior, or combination of Shape behaviors, to strengthen your communication effectiveness.



## Why Shape Flex?

- **Golden and Platinum Rule**

**Golden Rule** – Treat others how you would like to be treated.

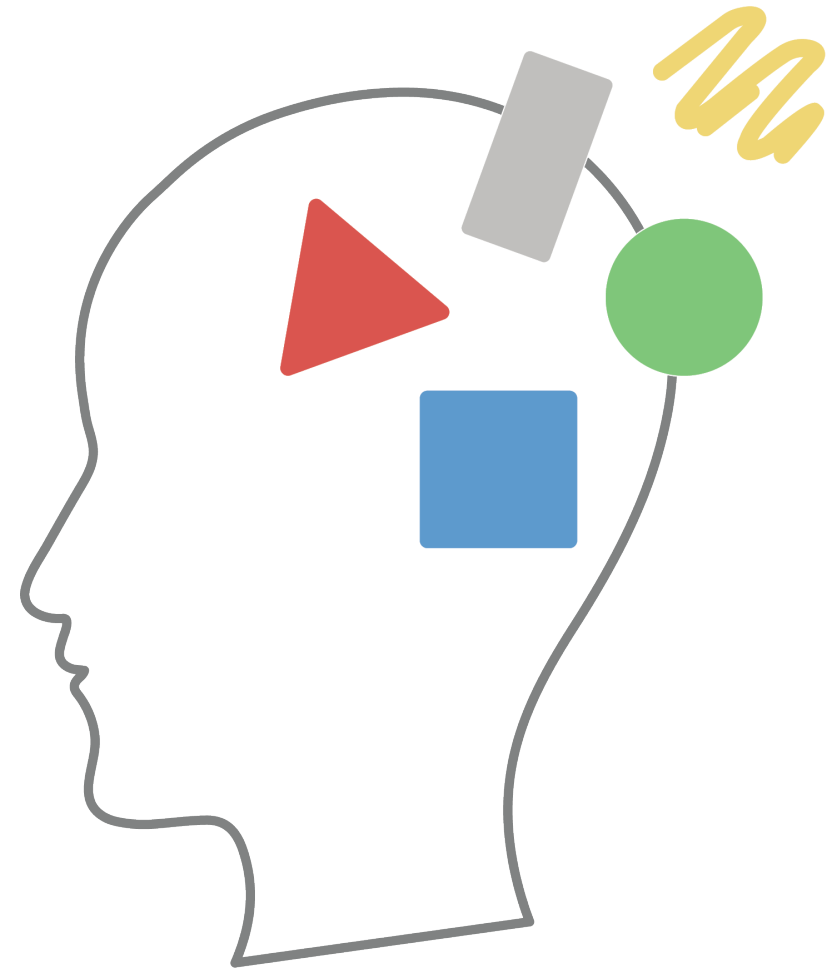
**Platinum Rule** – Treat others how THEY want to be treated.

- Shape Flexing is the **key to connectedness**.
- By Shape Flexing you raise the probability that others understand your communication style, you understand the communication style of others, and negative perceptions change to positive ones.

## Steps for Shape Flexing

- **Enable your senses** – Identify their Shape through verbal or nonverbal communication. “What do you see?” “What do you hear?” The answers serve as clues and help us make assumptions.
- **Process** – Clarify your assumptions through open-ended questions or statements. “Tell me more.”
- **Connect the dots** – Listen to understand. “What are they looking for?” “What do they need?” “What is their situation?”
- **Flex** – Modify your communication style based on what they reveal about themselves and their situation.

**What does Shape Flexing  
look like for each Shape?**





**Slow it down.**

**Give a heads up.**

**Stick to the facts.**

**Keep it steady.**

**Don't push it.**



## Reflection Questions

- Who in your life do you think might be a primary or secondary Box? Is it you? Your partner? Someone who influences your relationship with your partner?
- What traits or behaviors does this person or people exhibit that are Box-like?
- What are some specific ways to increase your communication effectiveness when communicating with this Box in your life?



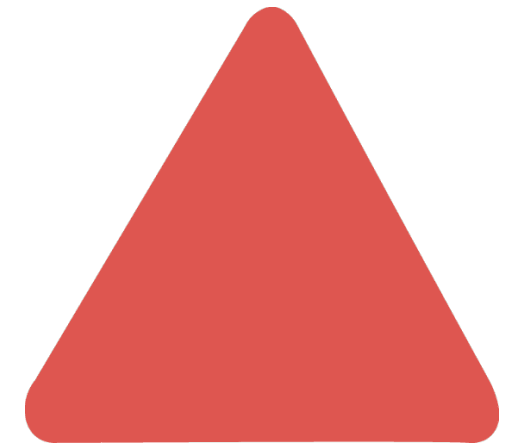


**Less is more.  
Get to the point.  
Pick up the pace.  
Provide three options.  
Don't miss your exit ramp.**



## Reflection Questions

- Who in your life do you think might be a primary or secondary Triangle? Is it you? Your partner? Someone who influences your relationship with your partner?
- What traits or behaviors does this person or people exhibit that are Triangle-like?
- What are some specific ways to increase your communication effectiveness when communicating with this Triangle in your life?





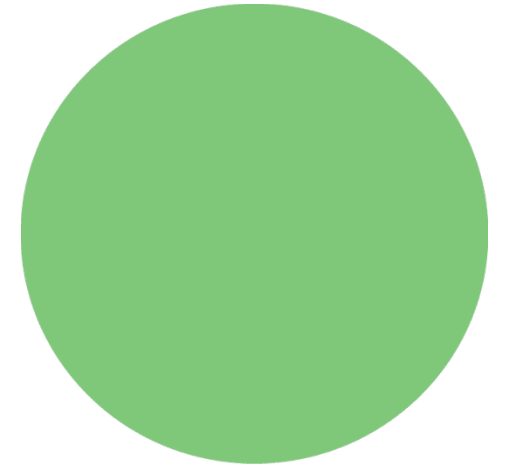


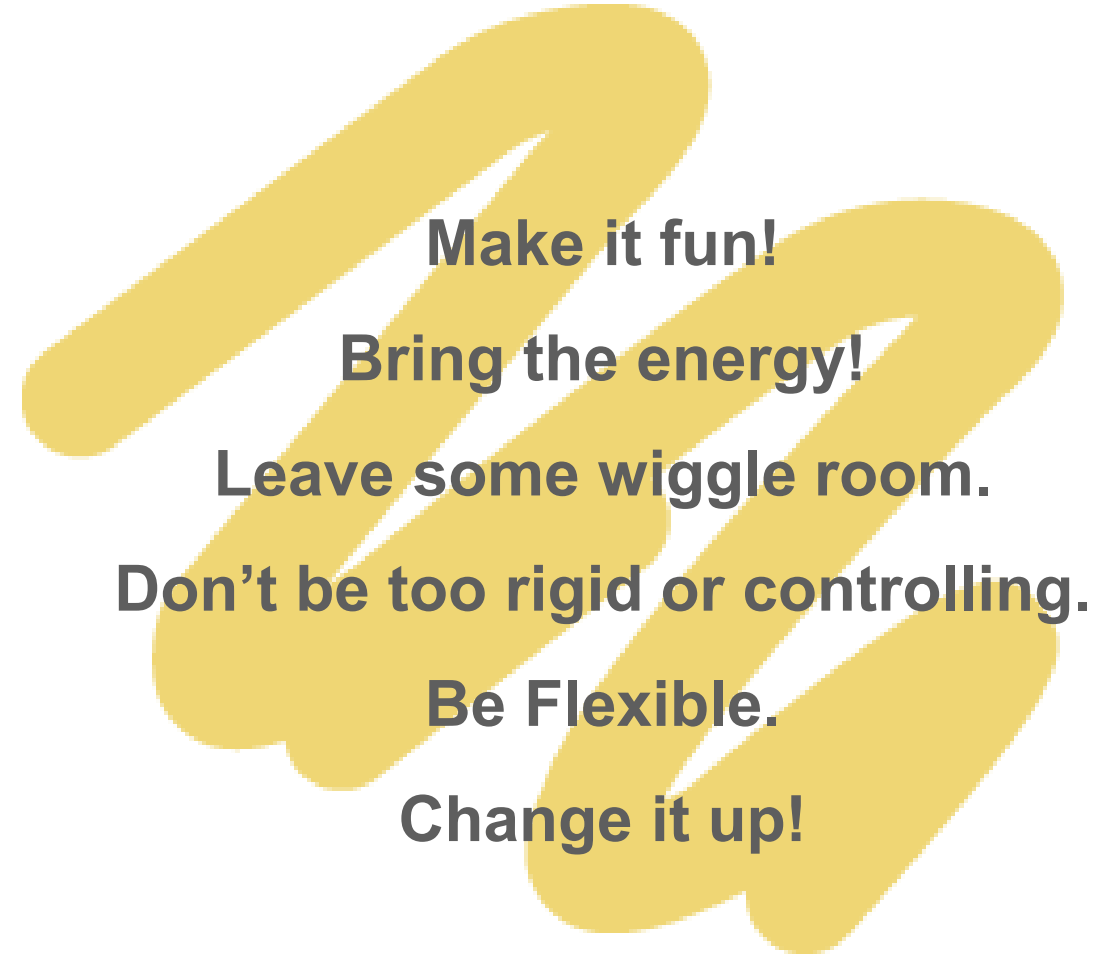
**Connect.**  
**Be nice and show it!**  
**Don't be in a hurry.**  
**Be vulnerable and ask for help.**  
**Put people first.**



## Reflection Questions

- Who in your life do you think might be a primary or secondary Circle? Is it you? Your partner? Someone who influences your relationship with your partner?
- What traits or behaviors does this person or people exhibit that are Circle-like?
- What are some specific ways to increase your communication effectiveness when communicating with this Circle in your life?





**Make it fun!**

**Bring the energy!**

**Leave some wiggle room.**

**Don't be too rigid or controlling.**

**Be Flexible.**

**Change it up!**



## Reflection Questions

- Who in your life do you think might be a primary or secondary Squiggle? Is it you? Your partner? Someone who influences your relationship with your partner?
- What traits or behaviors does this person or people exhibit that are Squiggle-like?
- What are some specific ways to increase your communication effectiveness when communicating with this Squiggle in your life?





**Be patient.**

**Provide clear instructions.**

**Listen for understanding.**

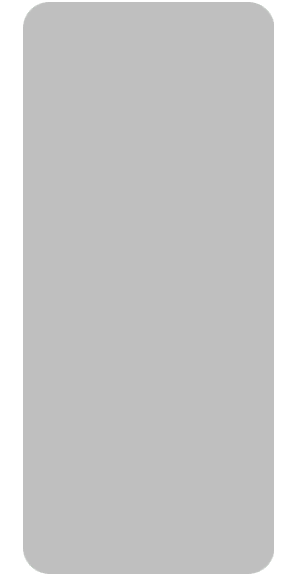
**Ask open-ended questions.**

**Keep Rectangles focused on what's important right now.**



## Reflection Questions

- Who in your life do you think might be going through a Rectangle change? Is it you? Your partner? Did one of you just get through a Rectangle change, or are you anticipating one? Is there Rectangle change around you that is impacting your relationship? Explain.
- What traits or behaviors does this person or people exhibit that are Rectangle-like?
- What are some specific ways to increase your communication effectiveness when communicating with a person in Rectangle mode? What do you and your partner need to successfully manage Rectangle change as a couple? Consider your natural Shapes and how your Shapes respond to change.



## Part 1: Individual Reflection

- Knowing your Shapes, what are some specific ways your partner could Shape Flex to increase communication effectiveness with you?

## Part 2: Partner Discussion

- Share with your partner examples of how they could Shape Flex to communicate more effectively with you.



# Shape Flexing – Couple's Reflection

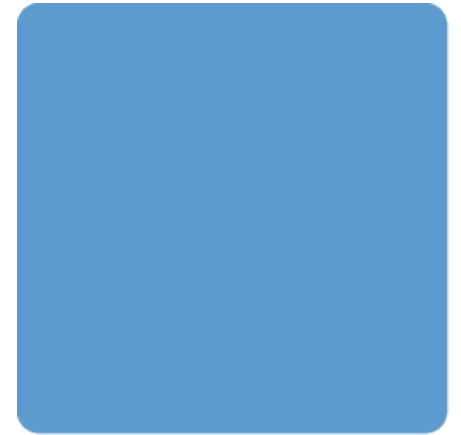




## Couple's Reflection – Shape Flexing

Discuss the following questions with your partner.

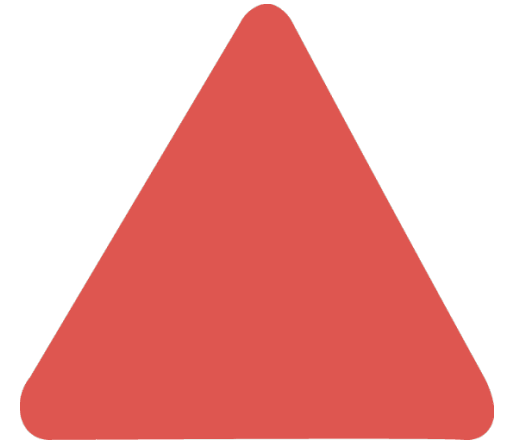
- What role does the Box play in your relationship?
- When would it be beneficial to flex to a Box ?
- Does your relationship need more or less Box? Explain.



## Couple's Reflection – Shape Flexing

Discuss the following questions with your partner.

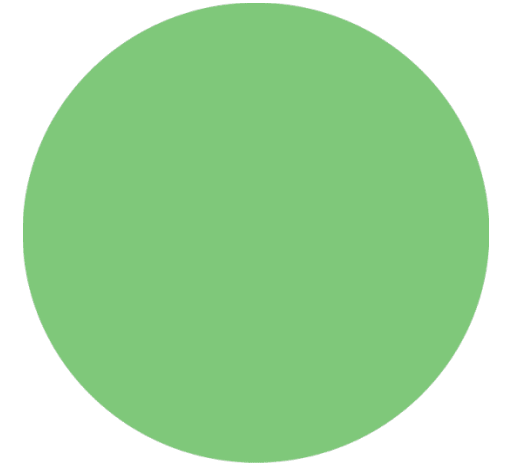
- What role does the Triangle play in your relationship?
- When would it be beneficial to flex to a Triangle?
- Does your relationship need more or less Triangle? Explain.



## Couple's Reflection – Shape Flexing

Discuss the following questions with your partner.

- What role does the Circle play in your relationship?
- When would it be beneficial to flex to a Circle?
- Does your relationship need more or less Circle? Explain.



## Couple's Reflection – Shape Flexing

Discuss the following questions with your partner.

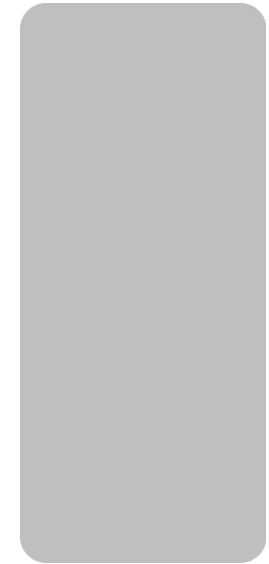
- What role does the Squiggle play in your relationship?
- When would it be beneficial to flex to a Squiggle?
- Does your relationship need more or less Squiggle? Explain.



## Couple's Reflection – Shape Flexing

Discuss the following questions with your partner.

- What role does the Rectangle play in your relationship?
- When would it be beneficial to flex to a Rectangle?
- Does your relationship need more or less Rectangle? Explain.



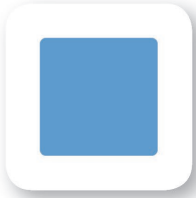
“ Self-Reflection Question:

1. What are the top 3 things you've learned about your partner when it comes to Shape Flexing?

”

# Review of Day One



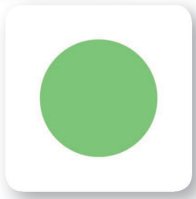
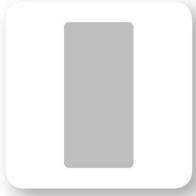


## Modules 1 – 3

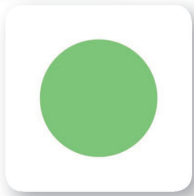
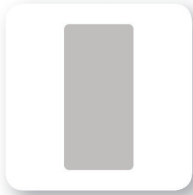
Module 1: Introduction to PsychoGeometrics

Module 2: Shape Perception

Module 3: Shape Flexing







- **Do you understand** your communication style, including strengths and challenges, and the communication style of your partner?
- **Can you recognize** the possible positive and negative perceptions of your communication style by your partner, and the possible positive and negative perceptions you have of your partner's communication style?
- **Do you know how** to use Shape Flexing to strengthen the effectiveness of your communication approach and responsiveness with your partner?



## Welcome Back!

Recap of Day One

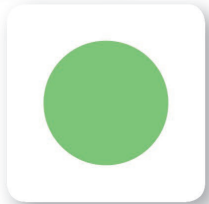
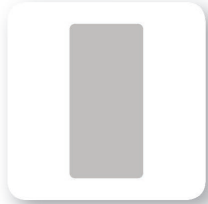
Preview of Day Two



## Modules 4 & 5

Module 4: Shape Motivation

Module 5: Strategic Shaping



## Review & Key Takeaways

Shapes Awareness Wheel

Review of Five Modules & Objectives



# End of Day One



# Start of Day Two



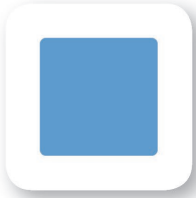


# shapesfor couples

Powered by **PsychoGeometrics**<sup>®</sup>

# Welcome Back!



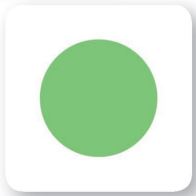
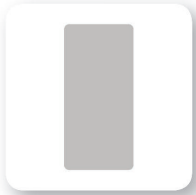


## Modules 1 – 3

Module 1: Introduction to PsychoGeometrics

Module 2: Shape Perception

Module 3: Shape Flexing





## Welcome Back!

Recap of Day One

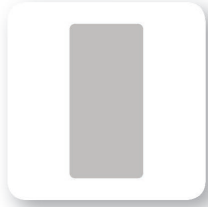
Preview of Day Two



## Modules 4 & 5

Module 4: Shape Motivation

Module 5: Strategic Shaping



## Review & Key Takeaways

Shapes Awareness Wheel

Review of Five Modules & Objectives





# Module 4: Shape Motivation



## Shape Motivation Objectives

- Introduce the concept of motivation and demotivation.
- Learn the PsychoGeometrics terms “Shape Motivation” and “Shape Demotivation.”
- Know how to apply “motivation awareness” to understand what motivates and demotivates you and your partner.
- Use your knowledge to identify, clarify, and raise the probability that you meet your motivational needs and the needs of others.

## What is Motivation?

- A driving force behind all action.
- An internal state that stimulates and activates your behavior and gives it direction.
- A natural force that can propel you forward.



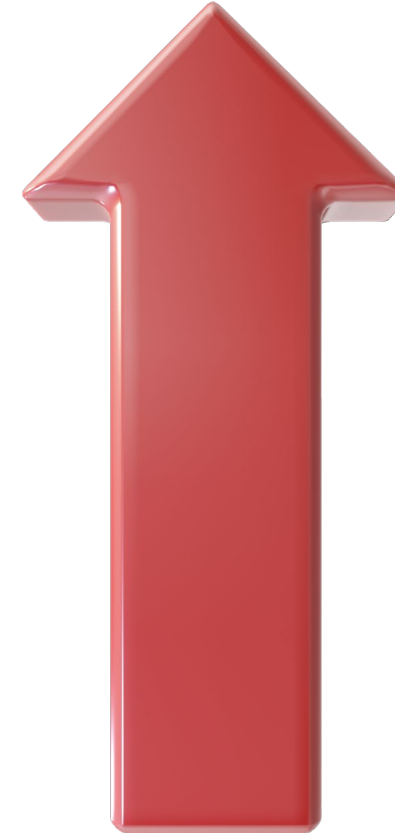
## What is **De**motivation?

- An internal state.
- Lack of drive or movement.
- Natural force, but instead of propelling you forward, it can slow you down.
- Can contribute to a lack of energy.



## What is Shape Motivation?

- Shape Motivation is specific to each of the five geometric Shapes of PsychoGeometrics.
- It is what specifically motivates each of the Shapes, based on their natural traits, behaviors, and how they relate to others.



## What is Shape **De**motivation?

- Shape Demotivation is also specific to each of the five geometric Shapes of PsychoGeometrics.
- It is what specifically demotivates each of the Shapes, based on their natural traits, behaviors, and how they relate to others.



## What motivates and demotivates?

### Scenario: The Couples Retreat at the Beach

You and your partner have been invited to an ocean-front couples retreat on the east coast of North Carolina.

The purpose is to get away from your regular routine to reflect, reconnect, share, and strengthen your relationship.

Let's take a look at how each Shape may be motivated or demotivated by this kind of retreat.

# What Motivates and Demotivates – The Couples Retreat at the Beach

Is this really a good use of our time and money?

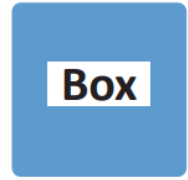
I don't really know what to expect or if I want to come or not.

How exciting and fun!  
No formal agenda and we get to be outside, too!  
Let's do it!

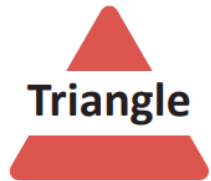
How will we be productive on a beach?  
What goal will we achieve?

Love getting away with no other pressure.  
Nothing is more important than dedicated time to relax, connect, and re-connect.





“I make decisions based on facts, not emotions.”



“If it’s quick and gets results, I am all in!”



“I am in a state of ‘I don’t know.’ I need someone to listen then advise.”








“I value relationships and being in one accord.”



“If it’s fun, different, and exciting, I’m interested!”





## Self-Reflection






1. Write down what motivates and demotivates your primary Shape.
2. Write down what motivates and demotivates your secondary Shape.

SHAPE	WHAT MOTIVATES	WHAT DEMOTIVATES
 Information and Structure		
 Accountability and Results		
 Change and Growth		
 Connection and Engagement		
 Energy and Innovation		

## Group Activity

1. What might motivate each Shape?
2. What might demotivate each Shape?

SHAPE	WHAT MOTIVATES	WHAT DEMOTIVATES
 Information and Structure		
 Accountability and Results		
 Change and Growth		
 Connection and Engagement		
 Energy and Innovation		

SHAPE	WHAT MOTIVATES	WHAT DEMOTIVATES
 <p><b>Information and Structure</b></p>	A Logical Approach, A Proven Track-Record, Advance Notice, Facts, Following the Rules, Time to Process	An Emotional Approach, Lack of History or Research, Lack of Preparation, Being Put on the Spot, Baseless Assumptions, Non-Compliance, Rushed to Make a Decision
 <p><b>Accountability and Results</b></p>	Results, Options, Control, Bullet Points, Direct, to the Point	A Slow Process, A Mandate, Lack of Control, Long Paragraphs, Drama
 <p><b>Change and Growth</b></p>	Different Perspectives, Being Heard, Having a Mentor, Support from Others, Exploring What's Next	Close-Minded, Being Ignored or Patronized, Advice without Listening First, A Lack of Patience or Concern, Fear of the Unknown
 <p><b>Connection and Engagement</b></p>	Inclusion, Stories, Appreciation, Teamwork, Collaboration	Overlooked, Spreadsheets, Conflict, Individual Competition, Resistance
 <p><b>Energy and Innovation</b></p>	Freedom, Positive Energy, Standing Out, Frills, Excitement	Routine, Skeptical or Pessimistic, Fitting In, Basic, Indifference

## Partner Discussion

- What are some specific actions or behaviors that motivate you?
- What are some specific actions or behaviors that demotivate you?
- What is an example of a time you felt motivated by your partner? What specifically did your partner do to motivate you?



## Self-Reflection Questions:

1. Are you getting what you need for self-motivation?
2. What are the top three ways to motivate your partner?

# Module 5: Strategic Shaping



## Strategic Shaping Objectives

- Introduce the PsychoGeometrics term “Strategic Shaping.”
- Understand and learn how to use the Strategic Shaping Model.
- Apply and practice using the Strategic Shaping Model in real life scenarios.





## What is Strategic Shaping?

The process of using all five Shapes to structure your communication for planning, problem solving, and conflict resolution.





## LISTEN

“I want to understand.  
Tell me more.”



## LISTEN

“I want to understand.  
Tell me more.”

## CARE

“I want to **help.**”  
Show **compassion**  
or concern.



## LISTEN

“I want to understand.  
Tell me more.”

## CARE

“I want to **help.**”  
Show **compassion**  
or concern.

## INFORM

“Let’s consider the **facts.**”  
Be **logical.**

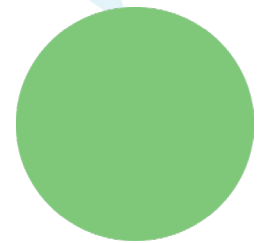




## Strategic Shaping Model for Problem Solving

We tend to communicate using just our natural Shape strengths or using our natural Shape strengths first, sometimes without even thinking about it.

For example, when someone comes to you with a problem, your response typically comes from your **primary** or **secondary** Shape, or a blend of both.



shows  
compassion



stays  
calm



wants to  
advise



is  
innovative



wants to  
understand

## With your partner:

- Read the scenario and discuss:
  - How might you naturally handle the situation using only your primary and secondary Shapes?
  - How might your response look differently using all five Shapes?
- Remember to use active listening during discussions with your partner!





## Couples Scenario #1:

Your partner just received an unexpected inheritance. You think it should be used for a vacation and your spouse thinks it should be tucked away in your savings account. You are struggling to agree about what to do with the money.

## Couples Scenario #2:

You just found out that you and your partner get the same days off for a holiday vacation! It has been a while since you've seen either one of your families. Your partner wants to visit their own family and you want to visit yours. The disagreement about where to spend the holidays is starting to frustrate you both and dampen your spirits.

## Self-Reflection Questions:

1. What part of the Strategic Shaping Model is missing in your planning, problem-solving, or crucial conversations as a couple?
2. What part (Shape) means the most to you? To your partner?

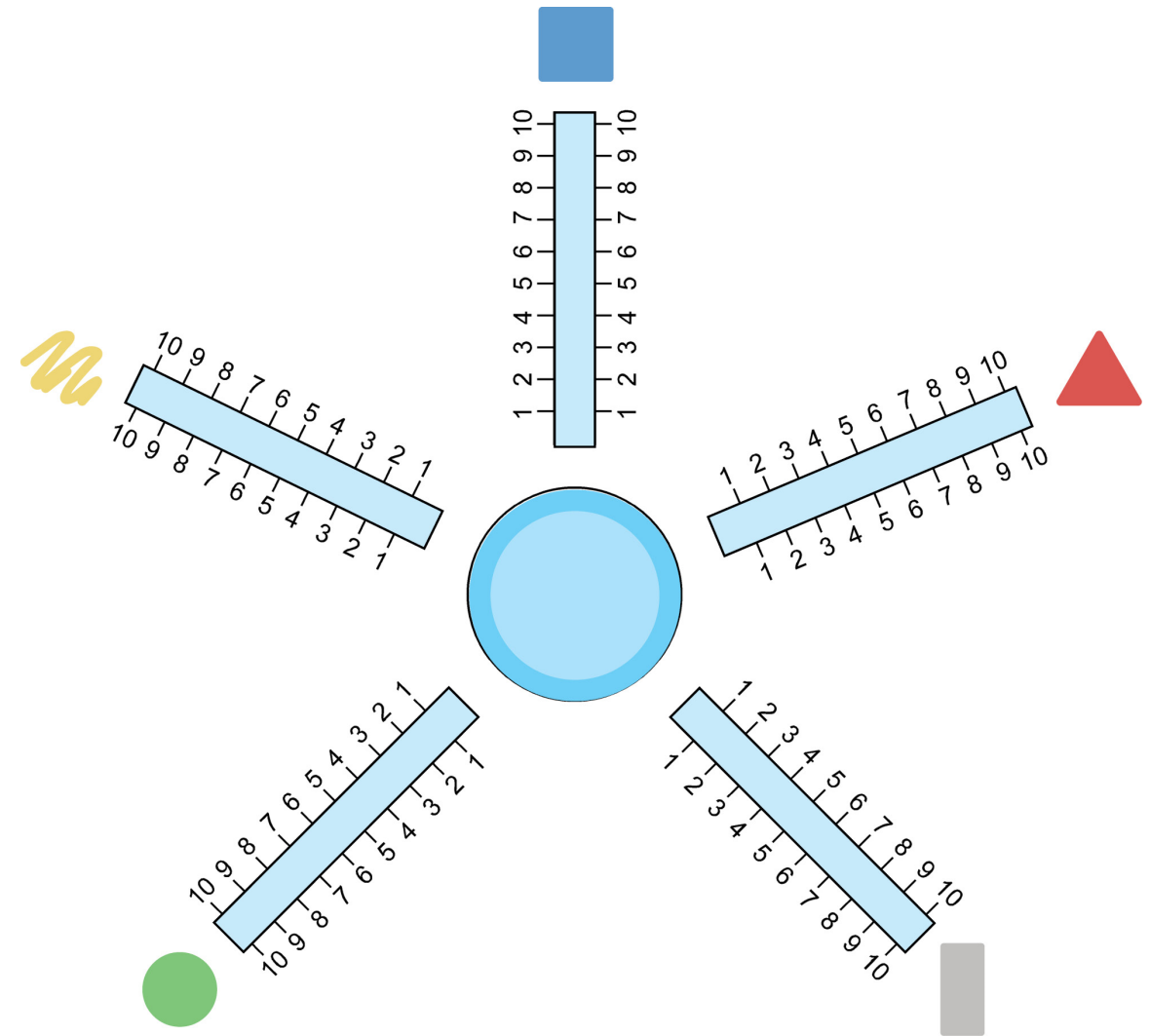
# Shapes Awareness Wheel



# Shapes Awareness Wheel – Self-Assessment

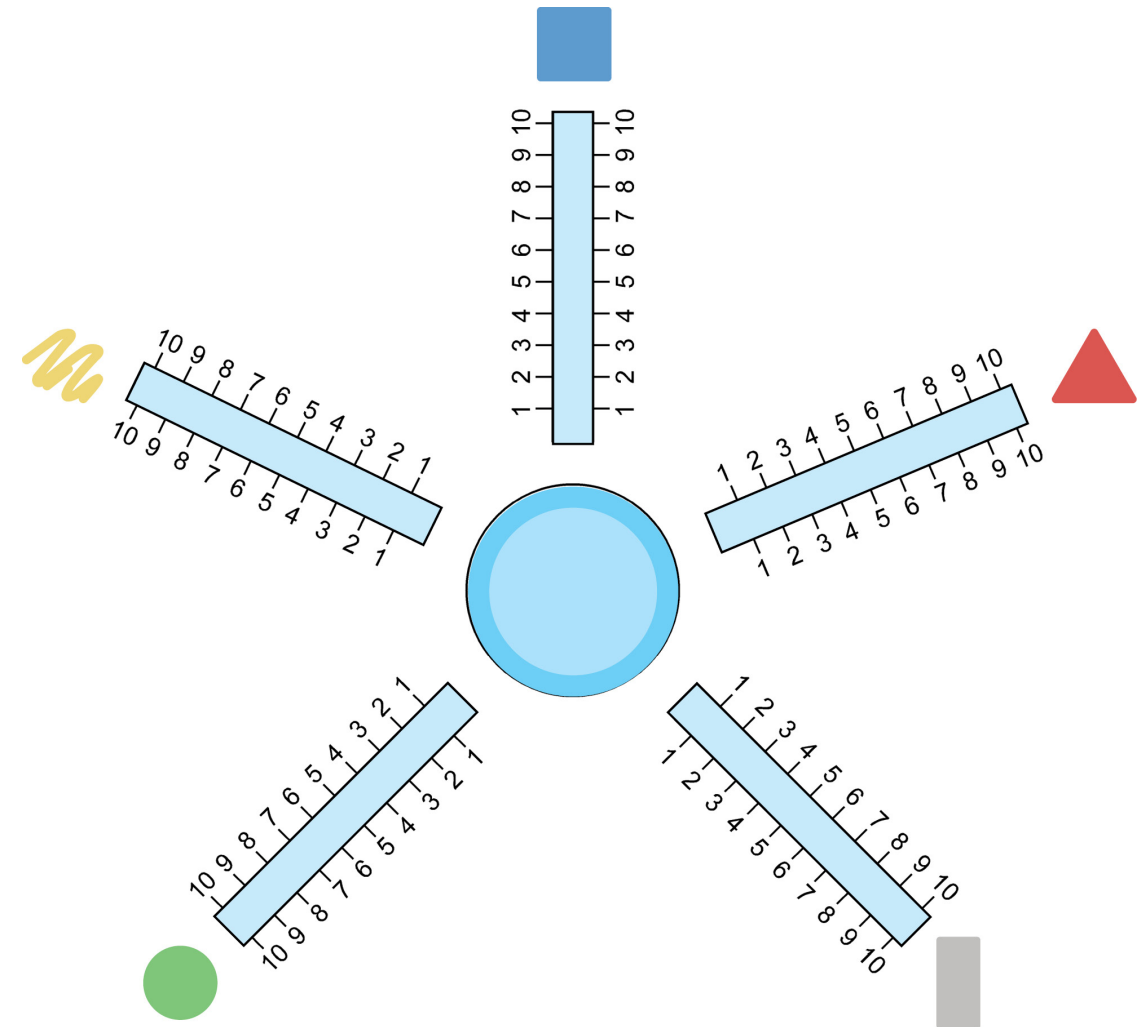
- Rate, on a scale from 1 – 10, how effectively you think you use each Shape in your relationship.
- Use the following scale to rate your Shape effectiveness.

**1-3** Rarely used effectively  
**4-6** Sometimes used effectively  
**7-9** Most of the time used effectively  
**10** Nearly always used effectively

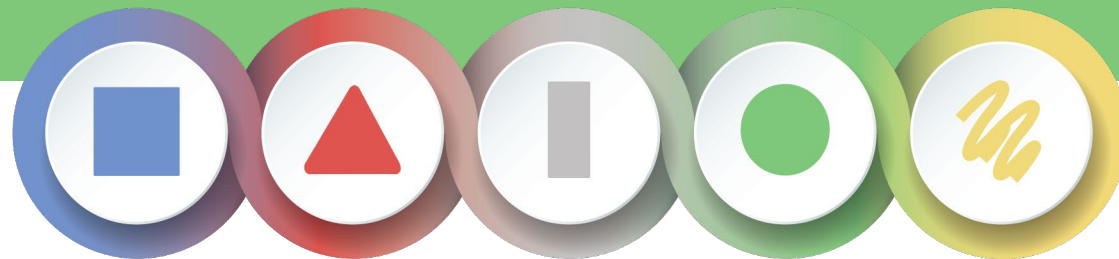


## Partner Discussion

1. Show your wheel to your partner. Ask your partner if they agree with your self-evaluation of how effectively you use each Shape with them. Why or why not?
2. Does your relationship need more or less of each Shape?
3. What does more or less of each Shape actually look like?



# Review & Wrap Up





## The Five Modules

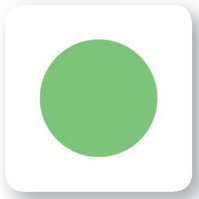
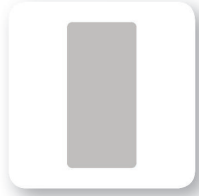
Module 1: Introduction to PsychoGeometrics

Module 2: Shape Perception

Module 3: Shape Flexing

Module 4: Shape Motivation

Module 5: Strategic Shaping



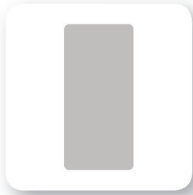




- **Do you understand** your communication style, including strengths and challenges, and the communication style of your partner?



- **Can you recognize** the possible positive and negative perceptions of your communication style by your partner, and the possible positive and negative perceptions you have of the communication style of your partner?



- **Do you know how** to use Shape Flexing to strengthen the effectiveness of your communication approach and responsiveness with each other?



- **Are you aware of** what motivates and demotivates you and your partner, and can you adjust your communication accordingly, as a result?



- **Will you be able to apply** the Strategic Shaping Model for planning, problem solving, and conflict resolution to strengthen your relationship with your partner?

### Self-Reflection:

Take a moment to reflect on your “Shapes for Couples” experience.

1. What are your three biggest takeaways that will help strengthen your relationship the most?
2. What will you do differently as a result?
3. Compare your answers above with those of your partner.

# Congratulations!

You are on your way to strengthening your communication and your relationship with your partner.

