



## **Dialogue: the Heart of Relationship**

### Strategic Alliances, Partnerships and Channels

Training / Learning Series

29 September 2019



# Day 2

Discussion and “spill over” (~5.5 hours)



HIGHTECH

Strategic Relationship  
Manager Training

<location>, <date>

**The Empowerment of  
self-Obsolescence**

1 hour

**Being an  
Illuminating Mirror**

0.5 hours

**Healthy Atmosphere  
for Negotiating**

1 hour

**Crucibles for On-Going  
Transformation**

1 hour

**Developing Self  
AND Relationship**

1 hour

**Dialogue: the Heart  
of Relationship**

1 hour

# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



# Setting context

## Introduction and summary

### Creative Dialogue is:

- More and deeper than mere conversation (i.e., to commune).
- Deep, authentic, and at times vulnerable, sharing.
  - Grounded in personal experience.
- Something that comes from within, out of wholeheartedness.
- Dependent upon deep and wholistic listening – an act of love.
- About enabling greater creation; allowing new ideas to emerge, morph and grow ...



### Dialogue is not:

- About arguing, debating, fixing, changing, convincing or converting.
- A theoretical or academic exercise (unless grounded in personal experience).

### Dialogue's purpose

To deepen relationship: clear the air, increase trust, transcend and transform obstacles, be more authentic, increase integrity, tap into relationship's creative powers.

# Expected outcomes from this module

## Results

---

1. **You will begin to see Relationship's and Dialogue's all-pervasive presence.**
  - a. If Relationship is the “elephant in the middle of the room.”
  - b. Then Dialogue is the ghost elephant, leading all of the elephants.
2. **You will be enthused by the many ways in which lessons in your personal life can be brought into the world of business and vice verse.**
3. **You will understand practical steps for bringing greater creativity into every area of your life.**
4. **You will realize how dialogue is both the means and the end for the deepening of relationship.**
  - a. Means: it is *how* relationships deepen.
  - b. End: it is *why* we want to deepen relationship.
  - c. Dialogue is a virtuous cycle.



# Where is Dialogue *not*?

It is omnipresent

	Internal	Interpersonal	Groups	Societies	Creation
Superficial	Living in addiction	Idle chitchat	Talking about the news	Attack	Pillage the earth
More Authentic	Realizing the need to change	Starting to get real	Sharing experience	Growing sense of community	Realizing our impact
Remove Barriers	Transcend inner issues	Clean talk	Overcome difficulties	Remove borders	A sense of ownership
Clear the Air	Being open	Deeper friendship	A collaborative atmosphere	Emerging true community	Care for the environment
Have High Trust	True to Self	Healing & forgiveness	Healthy confrontation	Effective peace talks	Dialogue-based stewardship
New Way to Learn	Open to a new life	Inner issues transformed	Unknown is made known	Open to a new way	Revolutionary dialogue
Create the New	New Self emerges	New depths in friendships	New value; a new home	A new way of being together	Create a new world

# Deepening Dialogue

Takes us into relationship itself; takes us toward the Truth

	Internal	Interpersonal	Groups	Societies	Creation
Superficial	Living in addiction	Idle chitchat	Talking about the news	Attack	Pillage the earth
More Authentic	Realizing the need to change	Starting to get real	Sharing experience	Growing sense of community	Realizing our impact
Remove Barriers	Transcend inner issues	Clean talk	Overcome difficulties	Remove borders	A sense of ownership
Clear the Air	Being open	Deeper friendship	A collaborative atmosphere	Emerging true community	Care for the environment
Have High Trust	True to Self	Healing & forgiveness	Healthy confrontation	Effective peace talks	Dialogue-based stewardship
New Way to Learn	Open to a new life	Inner issues transformed	Unknown is made known	Open to a new way	Revolutionary dialogue
Create the New	New Self emerges	New depths in friendships	New value; a new home	A new way of being together	Create a new world

# Why is Dialogue so important?

---

**Because relationship is your *only* strategic asset.**

**In order to increase trust and openness in your relationships.**

**To more effectively deal with issues, challenges and obstacles:**

- To transcend and neutralize them.
- To transform them into gifts.

**To call for greater creativity, inspiration and enthusiasm in your life.**

**In order to create a sense of home in your business relationships.**

- An open and collaborative climate.

**To change your world.**





# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



# Inner Dialogue

As within, so without (personal example #1); Awakening the **Divine** within

Internal Dialogue		
Thoughts (Mind)		Feelings (Heart)
▪ The world doesn't really value my work.		
	→	▪ I feel unloved and unappreciated.
▪ I understand those feelings.	←	
▪ It <i>has</i> been a <i>very</i> long journey!		
	→	▪ Now I really feel depressed.
		▪ Low energy.
▪ I have tried everything I can think of.	←	
▪ Businesses seem to be increasingly moving <i>away</i> from value <i>creation</i> .		
	→	▪ Now I feel frustrated and abandoned.
▪ My ideas won't work; they are not true.	←	
	→	▪ Anger. I have been misled by God.
▪ Maybe ... I cannot do this <i>alone</i> , with just my <i>thoughts</i> , plans and <i>self-will</i> .	←	
	→	▪ Grateful; I am being taught "my" ideas!

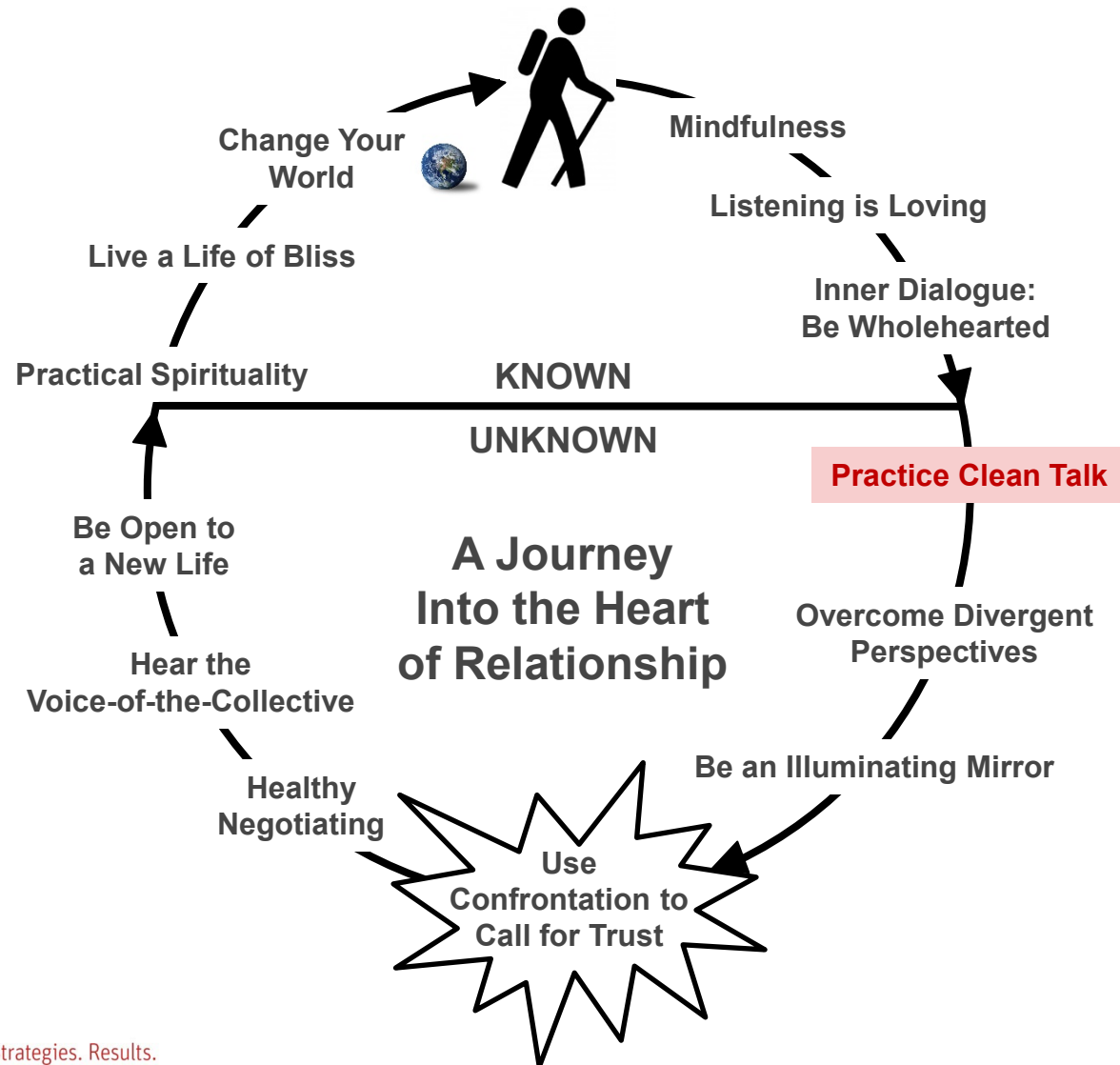
# Inner Dialogue

As within, so without (personal example #2); Awakening the **Divine** within

Internal Dialogue		
Thoughts (Mind)		Feelings (Heart)
<ul style="list-style-type: none"> <li>▪ This relationship is over; change or end.</li> <li>▪ 'Separating' from lecture, preach, save.</li> </ul>	→	
	←	<ul style="list-style-type: none"> <li>▪ Heartbroken, as I redefine my 'family'.</li> </ul>
<ul style="list-style-type: none"> <li>▪ I think I am honoring my Self. Am I?</li> </ul>	→	
	←	<ul style="list-style-type: none"> <li>▪ Conflicted: Self/Relationship, old/new.</li> </ul>
<ul style="list-style-type: none"> <li>▪ How can I know if I'm doing right?</li> <li>▪ Am I being judgmental against ____?</li> </ul>	→	
	←	<ul style="list-style-type: none"> <li>▪ Peace (I did right) vs loss of Peace (?).</li> </ul>
<ul style="list-style-type: none"> <li>▪ I am a bridge builder; I need Dialogue.</li> </ul>	→	
	←	<ul style="list-style-type: none"> <li>▪ Grateful: a clearer view of my 'savior'; deeper teaching: spirituality vs religion.</li> </ul>
<ul style="list-style-type: none"> <li>▪ Saving time – saving millions of years.</li> </ul>	→	
	←	<ul style="list-style-type: none"> <li>▪ Love for my authentic Self &amp; Oneness.</li> </ul>
<ul style="list-style-type: none"> <li>▪ I will have trust in Self and be honest in Relationship; being vigilantly in Peace.</li> </ul>	→	

# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



# In difficult and emotionally-charged situations

Clearing the air in challenging conversations (a.k.a., "clean talk")



# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



# Misinterpreting behavior

A sign of differences in perspective

---

Whenever we interpret the behavior of another (person or company)  
as a sign of *deviousness, incompetency, or lunacy*  
it is *always a sign*.

It is simply a sign of *differences in perspective*, that is all.

Once we see things  
from their perspective,  
their behaviors make sense ...



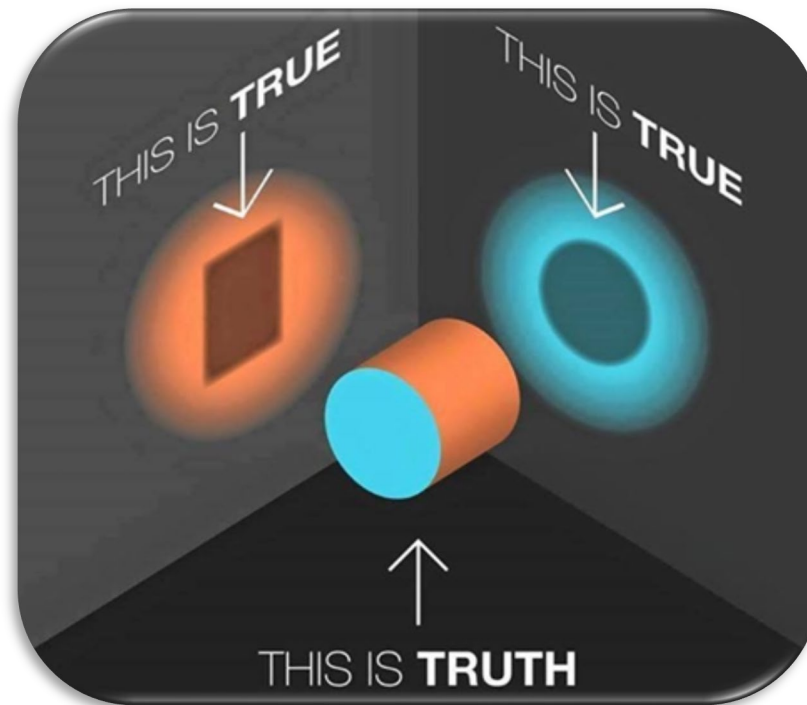
# Share perspectives

Open and honest sharing enables healthy atmosphere, and vice versa ...

---

**By sharing *true* perspectives we draw closer to the *truth***

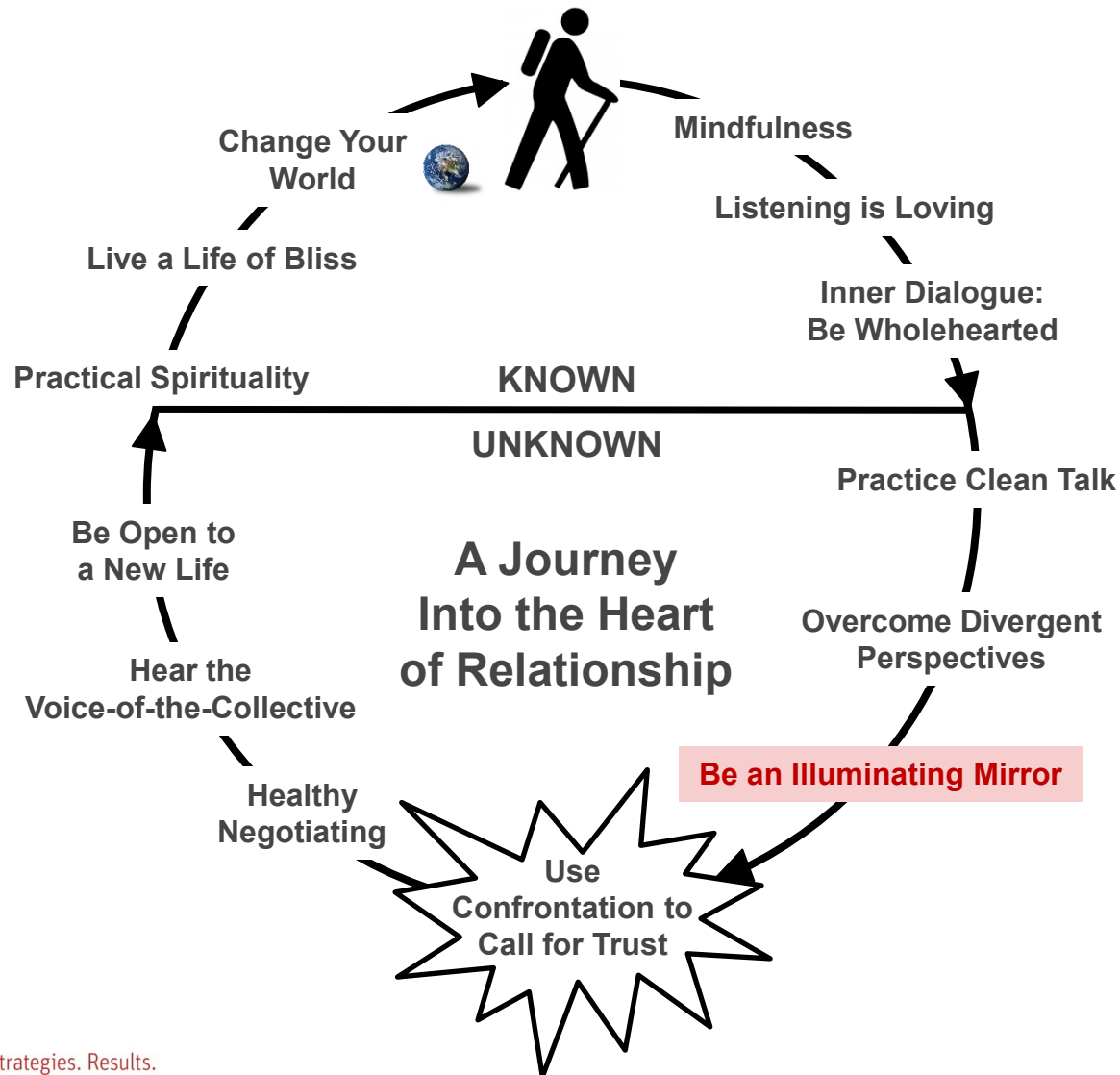
- **Not Either/Or ... Both/And**
  - Me AND You
  - Us AND Them
  - Mind AND Heart





# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



# Be an illuminating mirror

Shine your light, reflect back

---



- **Shine your light on, and ultimately into, another.**
- **Reflect back the greatness that you see.**
- **This requires you to:**
  - Dig deep within yourself, to find and shine your own light.
  - Shine your light with love and precision.
  - Keep your mirror clean and clear.
- **The result will be:**
  - You will draw closer to your own greatness.
  - You will express authentic gratitude and love.
  - You will deepen your relationship:
    - with the other,
    - with yourself, and
    - with the Universe.

# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



# Trust

The source of our true power

---

## The foundation of our ability to do our work.

- It starts *within* and leads to trusting *relationship* (often more than *the other*).
- As within so without (source is within); as without so within (reflected back).

## How is inner trust developed?

- A willingness (or a need) to see things differently (e.g., hitting bottom).
- Gratitude: seeing the value in everyone and every situation (e.g., lessons).
- Lightheartedness: don't take things so seriously, relax (e.g., receive the gifts).
- “When the student is ready the teacher will appear” ... vice versa and more.
- Trust *relationship* (esp. within) and the collective (e.g., the power in “we”).
- Be inner-directed and other focused (e.g., ask within “what’s the right thing?”).
- Honest learning, consistency of thought (i.e., lessons’ gifts broadly applied).

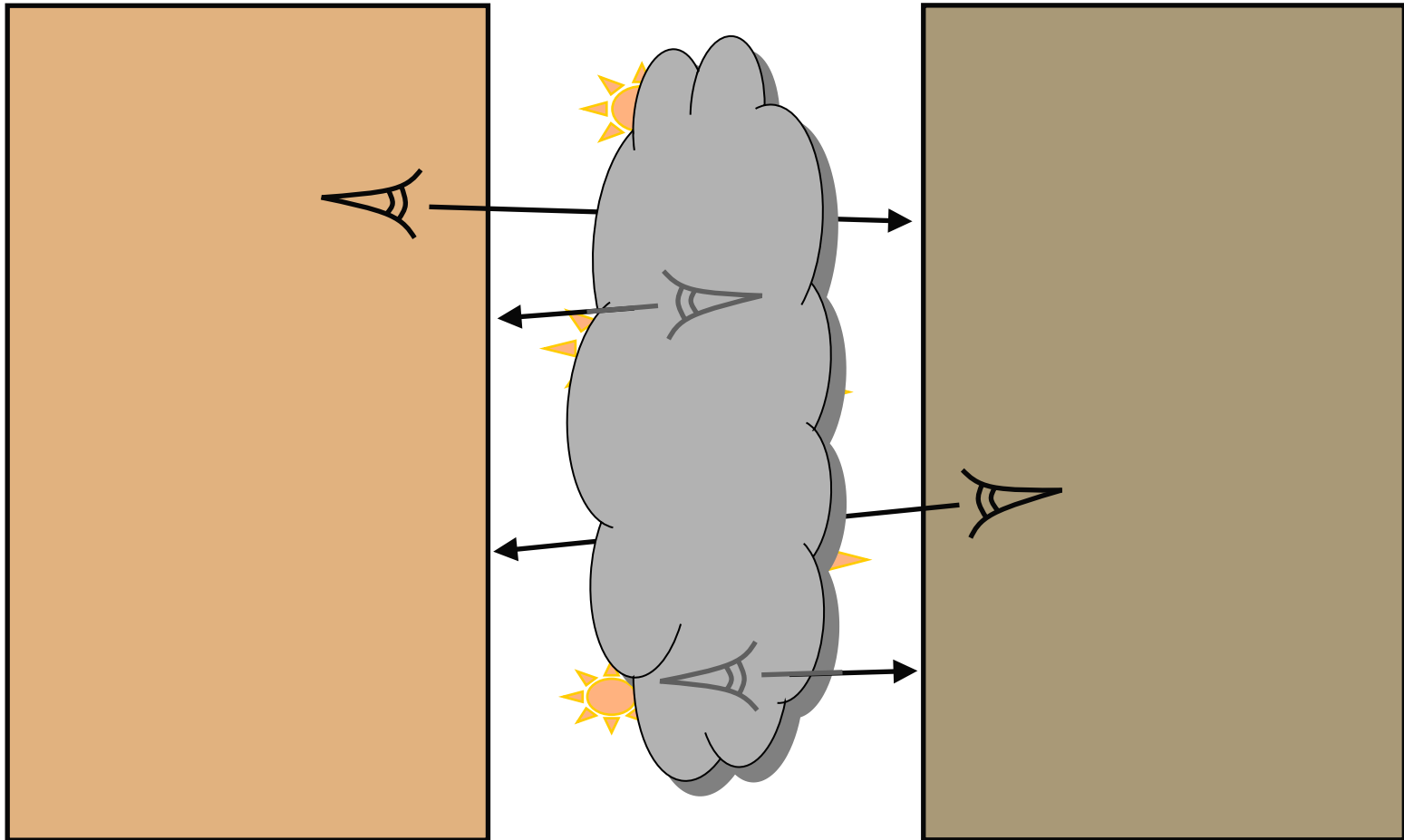
## How is trust reflected back?

- A growing sense of tranquility and peace.
- Deep and powerfully effective relationships, success.

# Value-Impediments

*First find the obstacles in the relationship (together)*

---



# Calling for Trust

Via confrontation

---

## Trust is the foundation of every relationship.

- Trust starts within ourselves, in our relationship *with* ourselves.

## Don't *wait* for trust to increase, deal with difficult issues *now*.

- Face difficult issues, directly and unemotionally; trust will come.
- As we clear the air by focusing our attention on the issues, they get resolved.
- As without so within: we will then be compelled to deal with internal issues.



## Divergent perspectives.

- Seems to be a source of lack of trust: deviousness, incompetency or lunacy.
- By sharing perspectives openly and honestly, we bridge the chasm, trust increases and new opportunities begin to surface.

## There is a huge yet subtle difference between *confrontation* and *conflict*.

- The question is “Where are we focusing our attention (our light)?”
- How are we focusing our attention? To find fault or solution?

## We can trust trust and trust relationship, often more than an individual.

# Developing Trust Within

As *within* so without

Developing Trust in Yourself	Awareness	Reflect upon your life experiences. Can you see how things have worked out for your greatest good? Why would that not continue?
	Hit Bottom	Life compels you to see things differently, learn new lessons, receive new gifts, and grow. "There is a better way!" (via inner confrontation)
	Gratitude	See and acknowledge the greatness in everyone and every situation, <i>especially</i> in your 'afflictions'. Everything is working out, right now!
	Lightheartedness	Relax. Don't take things so seriously. Be open hearted and open minded, be willing to accept life's lessons and gifts. Be lighthearted.
	Omni-Teacher	"When the student is <i>really</i> ready she will realize that the teacher is with her always and everywhere." Omnipresent Teacher.
	Trust Relationship	Have trust <i>in</i> relationship. Trust the truth that lives <i>in-the-between</i> – trust relationship, more than you trust the other person/organization.
	Be Self-Full	Be <i>inner</i> -directed and <i>other</i> -focused; do the right thing for all concerned, and you are part of <i>all</i> . Beyond being selfless is <i>self-full</i> .
	Generalize	Generalize the insights you have gained in one area of your life into other areas of your life via awareness and mindfulness.
	Iterate	Reflect upon your current life, with gratitude, then revisit these ideas. Do you see changes in your world, based on an increase in trust?

# Seeing Trust Evidenced Without

*As without so within*

Trust-Induced Changes in Your World	Honesty	Higher levels of honesty in your relationships. Increased personal integrity (consistency between thoughts, feelings and behaviors).
	Tolerance	Greater tolerance for and acceptance of others and others' points-of-view. Less judgmental and opinionated. A less "dramatic" life.
	Gentleness	Increased gentleness. Less fear, anger and suspiciousness. The counter-intuitive realization that strength comes from gentleness.
	Joyfulness	Joy, leading to deep gratitude and thankfulness, toward everyone. A joyous gratitude leads naturally to sharing, serving and giving.
	Defensiveness	Defensiveness hinders creativity in a relationship, and should be used sparingly. Truth, that lives <i>in</i> relationship, needs no defense.
	Generosity	Being generous out of Self interest: giving away in order to keep, being self-full. The basis for the empowerment in <u>self-obsolence</u> .
	Patience	Able to wait for the right time, without anxiety, certain the outcome will be the right solution. A patient perspective on that past, too.
	Confidence	The embodiment of trust leads to an authentic and attractive type of confidence. E.g., to rest in quiet certainty while <i>being confrontational</i> .
	Openness	A deep sense of peace with a connection to truth, leading naturally to being open-minded and open-hearted. No need to judge. Be truth!



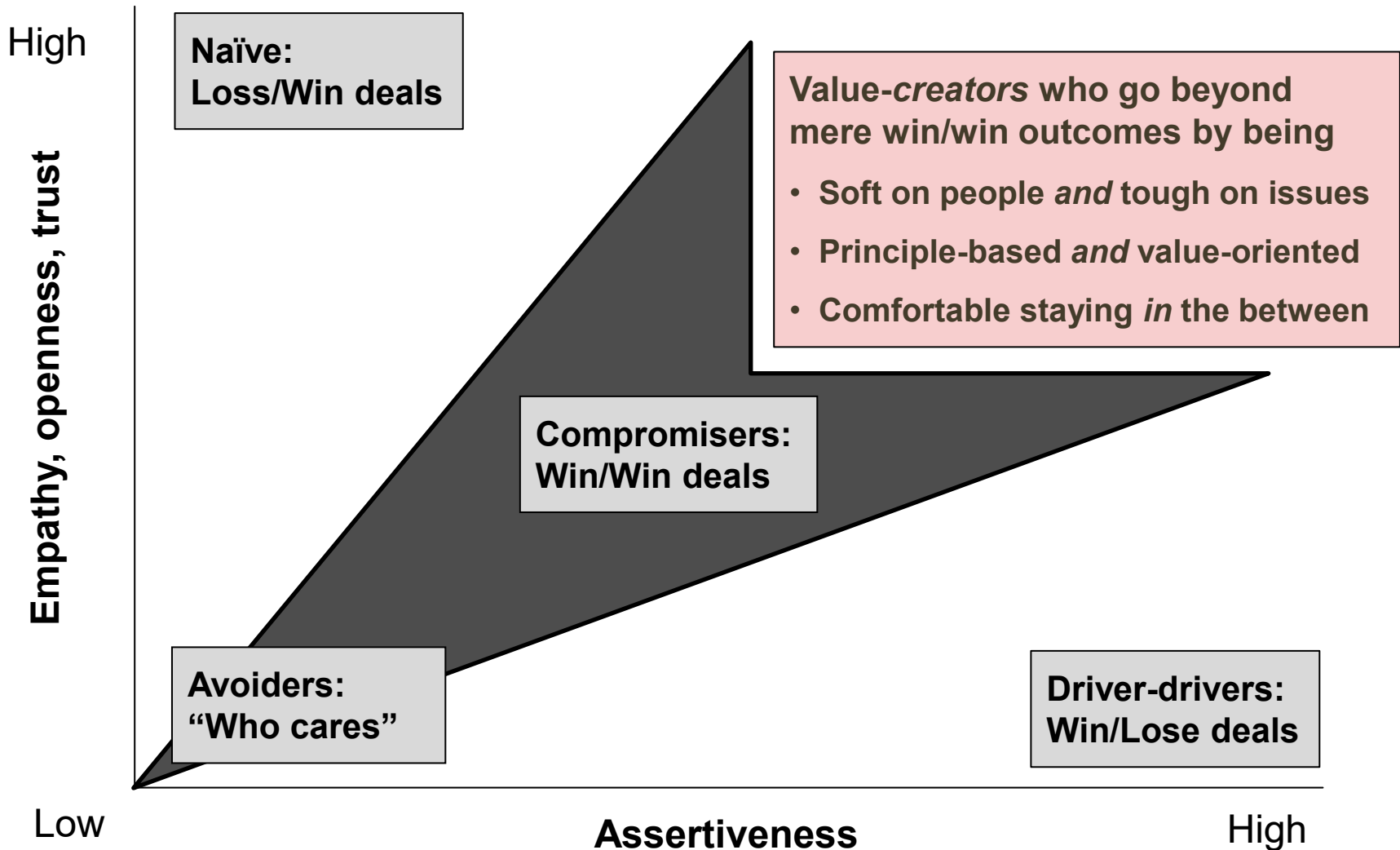
# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



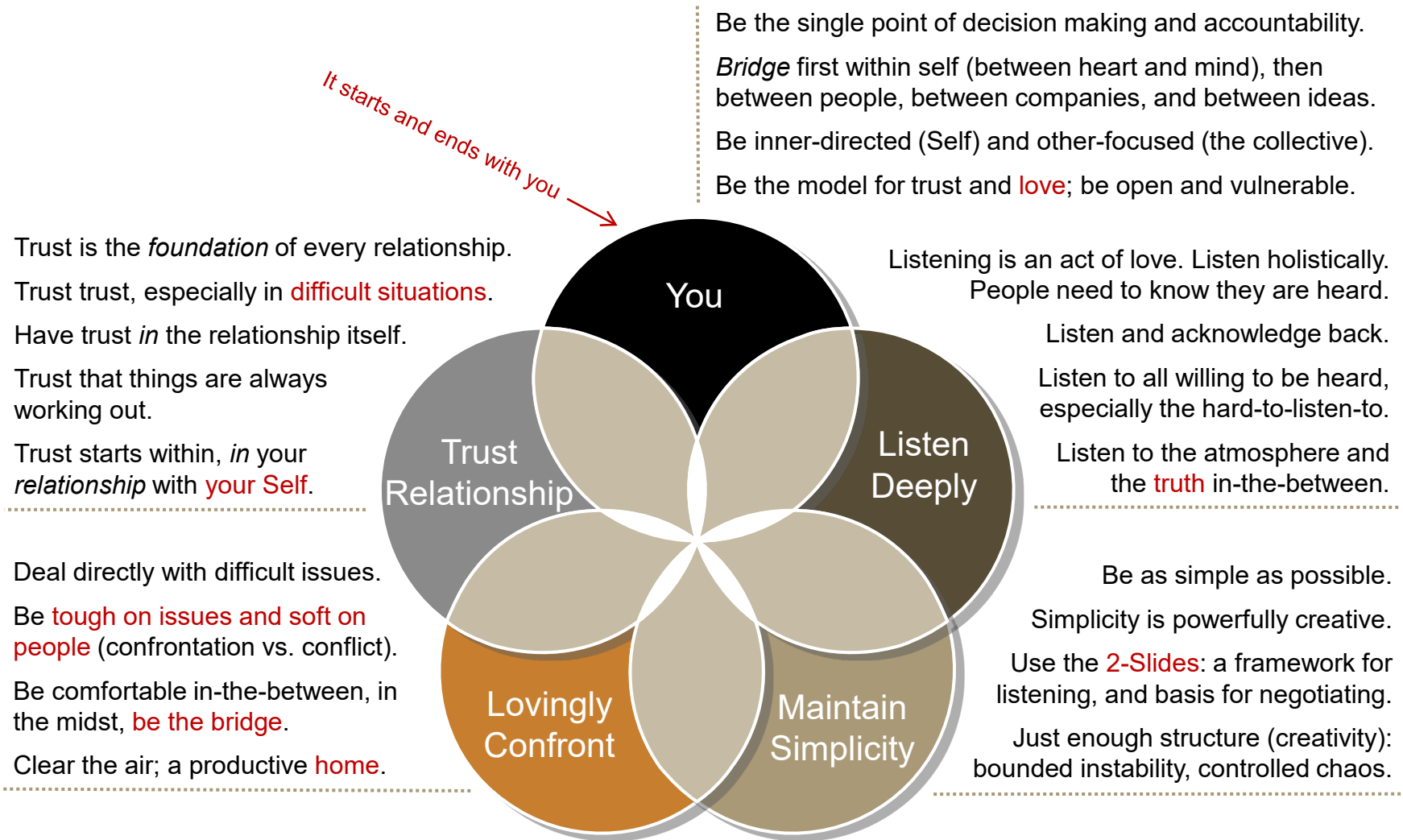
# We are always negotiating

As open, highly empathetic *and* high-trust driver-drivers



# Creating an atmosphere for effective negotiations

In long-term value-creating relationships (strategic alliances)



# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



# Transformation

## The Power *in* Simplicity

SAP/HP-IPG – Alliance Effectiveness dealing with cultural differences (2003-2005)		hp invent
Perspectives		
SAP's view of HP	HP's view of SAP	
<b>SAP</b> <b>Enterprise Print Management and Document Workflow</b> (2003-2005) <b>hp invent</b>		-creation processes -process-oriented ons are critical ds to think, discuss ... leveraged business
Fundamental Business Objectives		0% h/w share IBM (behind IGS) services
<b>SAP's</b> <ul style="list-style-type: none"> <li>• Spring '04 public endorsement of SAP Web AS</li> <li>• Significantly reduce TCO &amp; increase customer satisfaction – new SAP strategic imperative</li> <li>• Remove "(printing &amp;) output" pain for SAP &amp; SAP's customers</li> <li>• Influence license sales – up-/cross-selling to installed base &amp; sales to new customers</li> <li>• Help SAP reduce investments – focus on core business objectives vs. spooling</li> </ul>	<b>HP's</b> <ul style="list-style-type: none"> <li>• Broad deployment of HP OMS solutions</li> <li>• Deliver on "printing in the enterprise" Corp Obj</li> <li>• Increase license &amp; services sales for HP's OMS solutions (HPDS &amp; HPDS)</li> <li>• Leverage off all of HP's enterprise strengths – output management, systems management, enterprise systems &amp; services</li> <li>• Raise "output" considerations earlier w/customers</li> </ul>	
Key Underlying Interests		ations nce
<b>SAP's</b> <ul style="list-style-type: none"> <li>• Accelerate adoption of Adobe forms, return on SAP investments</li> <li>• Reduce SAP customer support, re: output</li> </ul>	<b>HP's</b> <ul style="list-style-type: none"> <li>• Differentiate HP's on/off-ramp devices</li> <li>• Accelerate growth in "printing in the enterprise" services</li> </ul>	
<b>Possible Teaming Scenarios</b> <ul style="list-style-type: none"> <li>• Engineering-level relationship to port HPDS to Web AS 6.30/6.40</li> <li>• TCO-driven, tightly-integrated HPDS/WAS packaged solutions (e.g., CRM, Fin, Sales &amp; Dist'n – maybe w/ DP&amp;P or DPS for more strategic solution) – e.g., unified install, mgmt, etc.</li> <li>• OEM core output management module in NetWeaver (tee-up in exec-level briefing – vision)</li> <li>• SAP/Adobe/HP forms+output triad solutions</li> <li>• Explore mid-market/SMB plays</li> </ul>		

Traversing from complexity into simplicity is transformational.

- It is hard work.
- Requiring an on-going dedication to *listen*.

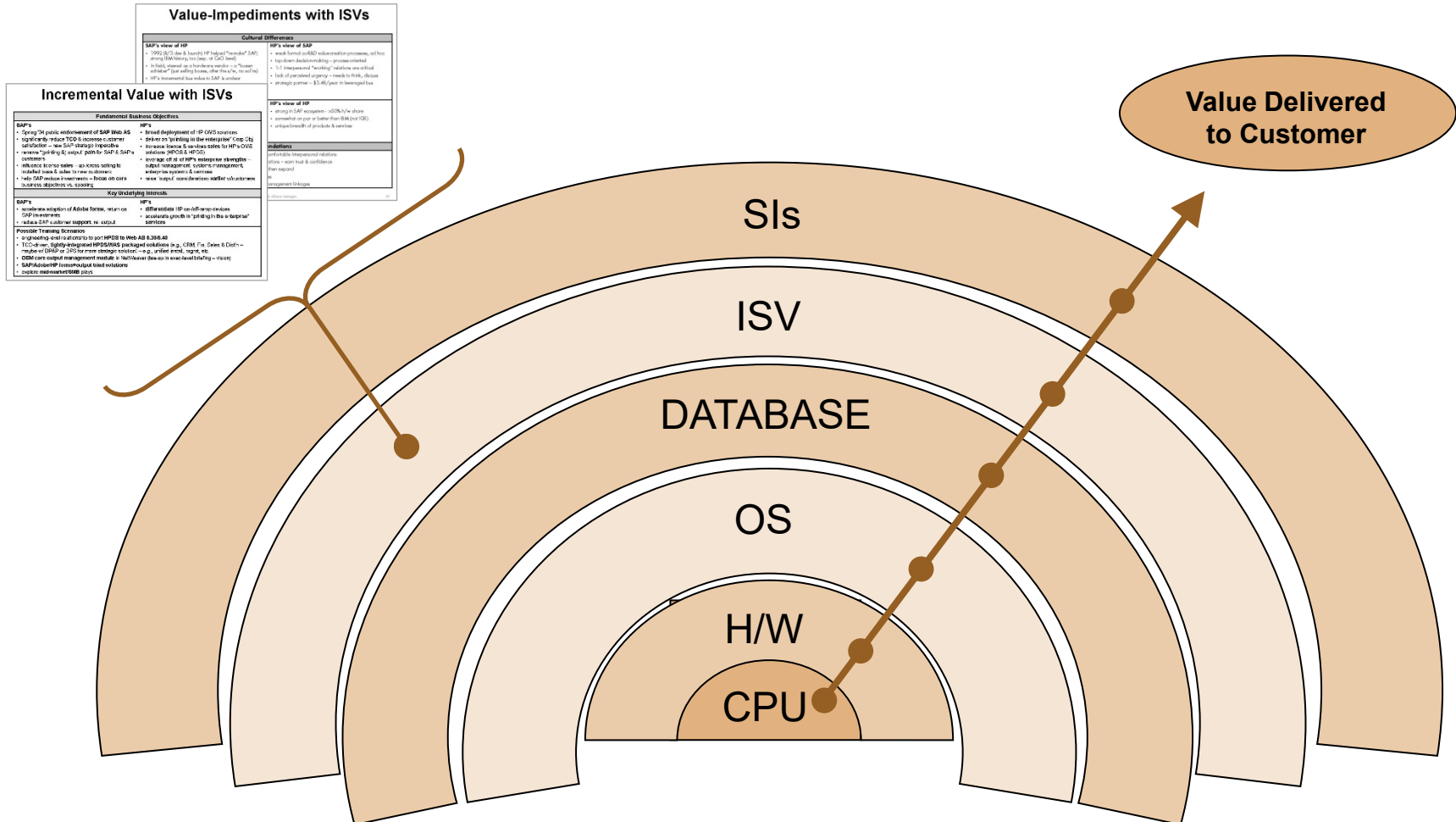
The essence of any business relationship can be represented in 2-Slides.

- Incremental *Value*: opportunities, vision.
- *Value-Impediments*: obstacles, solutions.

# Traditional high-tech ecosystem

Apply *2-Slide Methodology*™ to a segment → “simplify up” → define programs

## 2-Slides representing the ISV segment

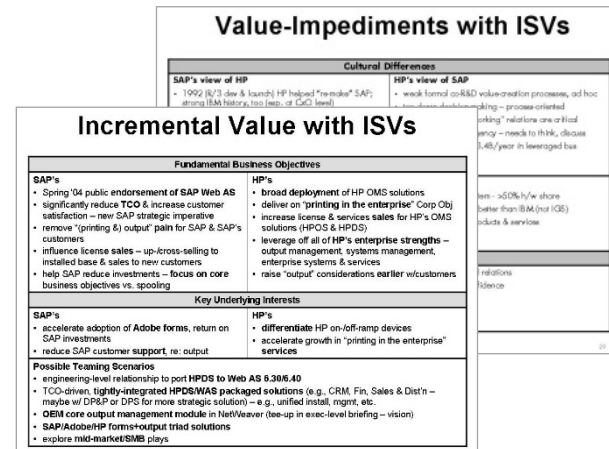


# Simplify up

Simplicity is hard work and it is attractive

## Simplicity:

- is hard work.
- is attractive.
- enables deep *listening*.
- redefines *leadership*.
- stabilizes a relationship.
- is inspirational, it enthuses.
- provides a sustainable competitive advantage.
- and ... it is worth it!



# Your Journey Into the Heart of Relationship

Consciously choose Dialogue





# Simplify, prioritize and focus

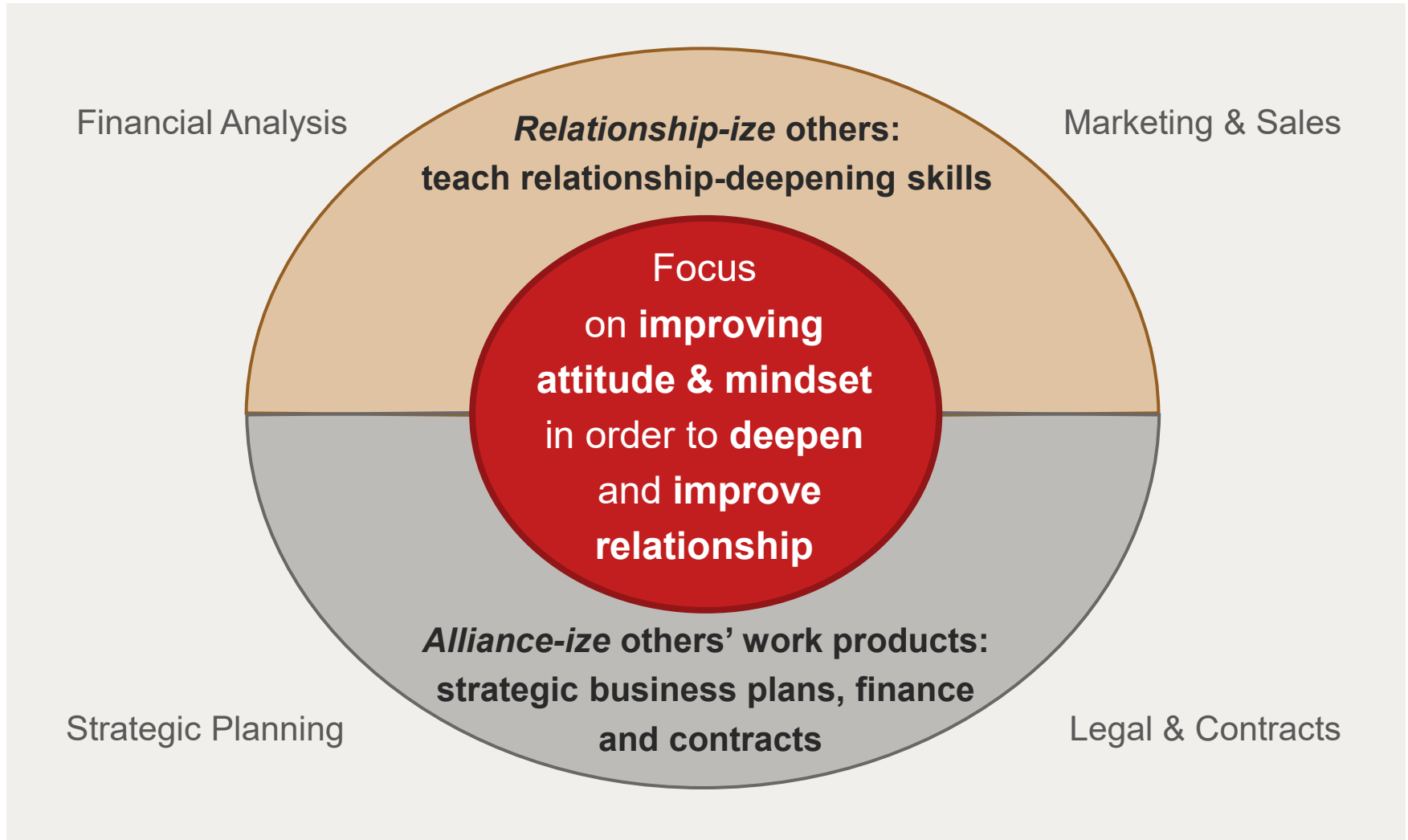
On the core in self AND relationship (example content)

## Business Relationship Success

		Strategy & Business Plan	Relationship & People	Finance & Legal
Personal Success	Skills	<ul style="list-style-type: none"> <li>□ tactful due diligence</li> <li>□ link alliance to corp.</li> <li>□ implement alliance plan</li> <li>□ relationship metrics</li> <li>□ alliancize planners</li> </ul>	<ul style="list-style-type: none"> <li>□ holistic listening</li> <li>□ embrace differences</li> <li>□ nontraditional skills</li> <li>□ empathetic rapport</li> <li>□ helping others “get it”</li> </ul>	<ul style="list-style-type: none"> <li>□ Δ intangible → tangible</li> <li>□ alliancize others to value alliance &amp; relationship</li> <li>□ use of informal teaming documents &amp; formal legal contracts</li> </ul>
	Attitude & Mindset	<ul style="list-style-type: none"> <li>□ collaborate w/planners</li> <li>□ sees plans providing “vision” &amp; meaning</li> <li>□ “part of” but with unique perspectives</li> </ul>	<ul style="list-style-type: none"> <li>□ enthused by challenge</li> <li>□ perceive others as self</li> <li>□ a timeless presence</li> <li>□ creatively mindful</li> <li>□ focused on goodness</li> </ul>	<ul style="list-style-type: none"> <li>□ respect for financial analysts &amp; lawyers</li> <li>□ sees legal protection &amp; financial “lifeblood”</li> <li>□ be patient &amp; persistent</li> </ul>
	Knowledge	<ul style="list-style-type: none"> <li>□ good business plans</li> <li>□ both sides’ strategies, customers, ecosystem, technology ...trends ...</li> <li>□ linkages between alliance &amp; corporation</li> </ul>	<ul style="list-style-type: none"> <li>□ know &amp; be true to self</li> <li>□ know both companies’ organizational &amp; cultural differences</li> <li>□ sources of power</li> </ul>	<ul style="list-style-type: none"> <li>□ financial terms</li> <li>□ legal terms &amp; issues</li> <li>□ regulatory issues</li> <li>□ use of formal vs. informal agreements</li> </ul>

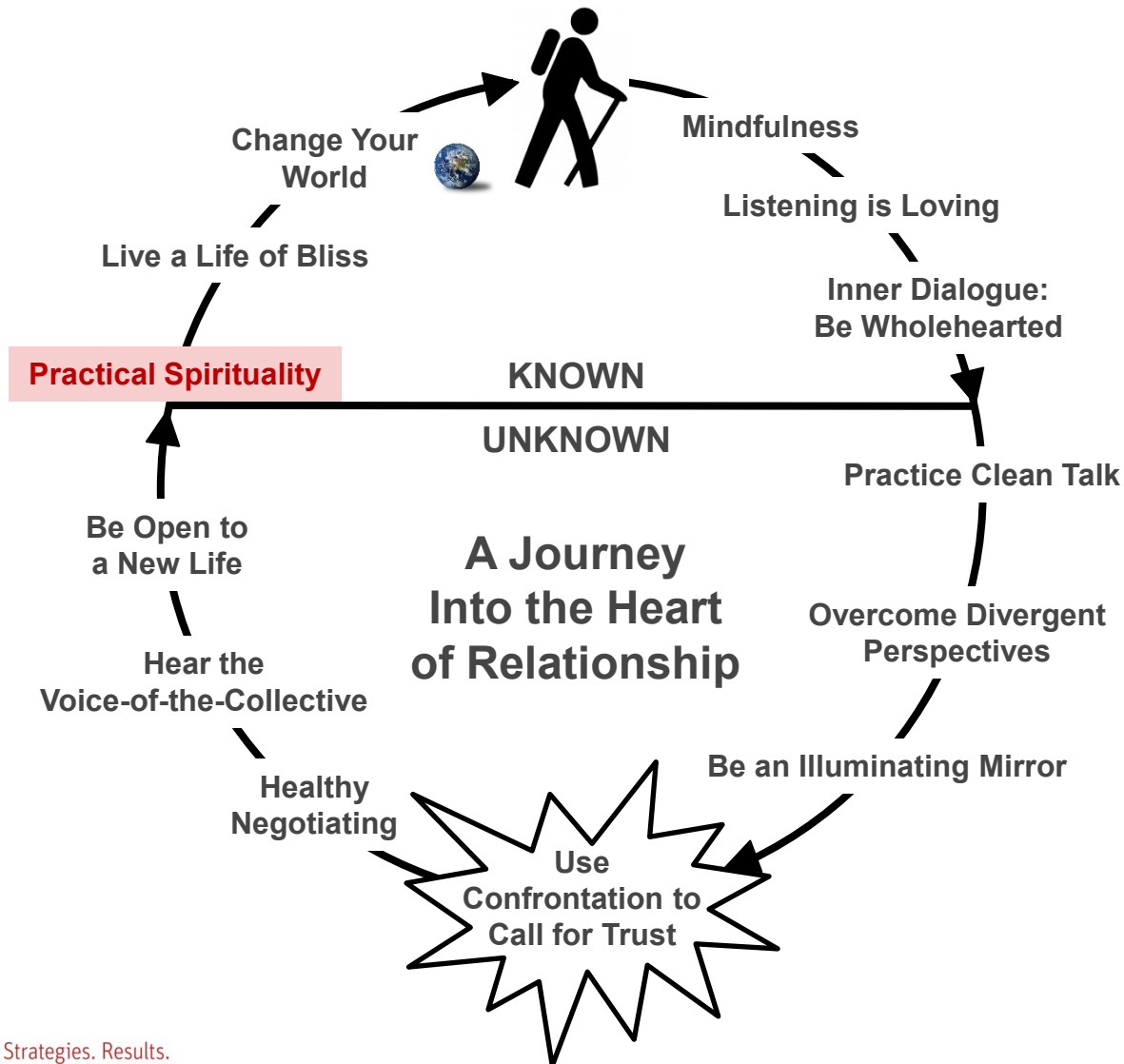
# Simplify, prioritize and focus

Focus where others cannot and will not focus



# Your Journey Into the Heart of Relationship

Consciously choose Dialogue



# Five principles and practices

Ideas and behaviors

5 Principles (things to <i>think</i> )	5 Practices (things to <i>do</i> )
<b>Oneness:</b> see others as Self; serve and be served; give and receive	<b>Develop Relationship:</b> focus on the intangibles and be transformational
<b>Now:</b> be fully present in each instant of time; multitasking is a lie	<b>Be Lovingly Confrontational:</b> shine your light with precision and love
<b>We Create:</b> our thoughts are a creative force; be very mindful	<b>Focus Collective Attention:</b> keep it focused on impediments, then value
<b>Love:</b> the universal force compelling growth, enthusiasm and inspiration	<b><u>self</u>-Obsolescence:</b> give away your ideas; giving and receiving are one
<b>Trust:</b> things are working out; trust the Universe; trust relationship	<b>Negotiate Beyond Mere Win/Win:</b> be the bridge in the business relationship

**SIMPLE  
TRUTHS**

# Practical Spirituality in Business

## Conclusions

---

### **Spiritual principles in business relationships is strategically important.**

- It is how we focus on the *intangibles* in the relationship.
- It is how we will reverse today's abysmal failure rates and make business relationships more *value-creative*.
- It is how we clarify our *identity* and become an empowering *value-creator*.

### **Spiritual principles in business relationships is difficult to discuss**

- Religion, lack of objectivity and our tendency to debate rather than apply it.
- Empirical understanding calls for patience, awareness and trust.

### **Practical spirituality is:**

- Primarily about the deepening and improving of *relationships*.
- Simply useful here and now: principles (ideas) and practices (behaviors).

**Practical spirituality in business works and it pays off.**

# Your Journey Into the Heart of Relationship

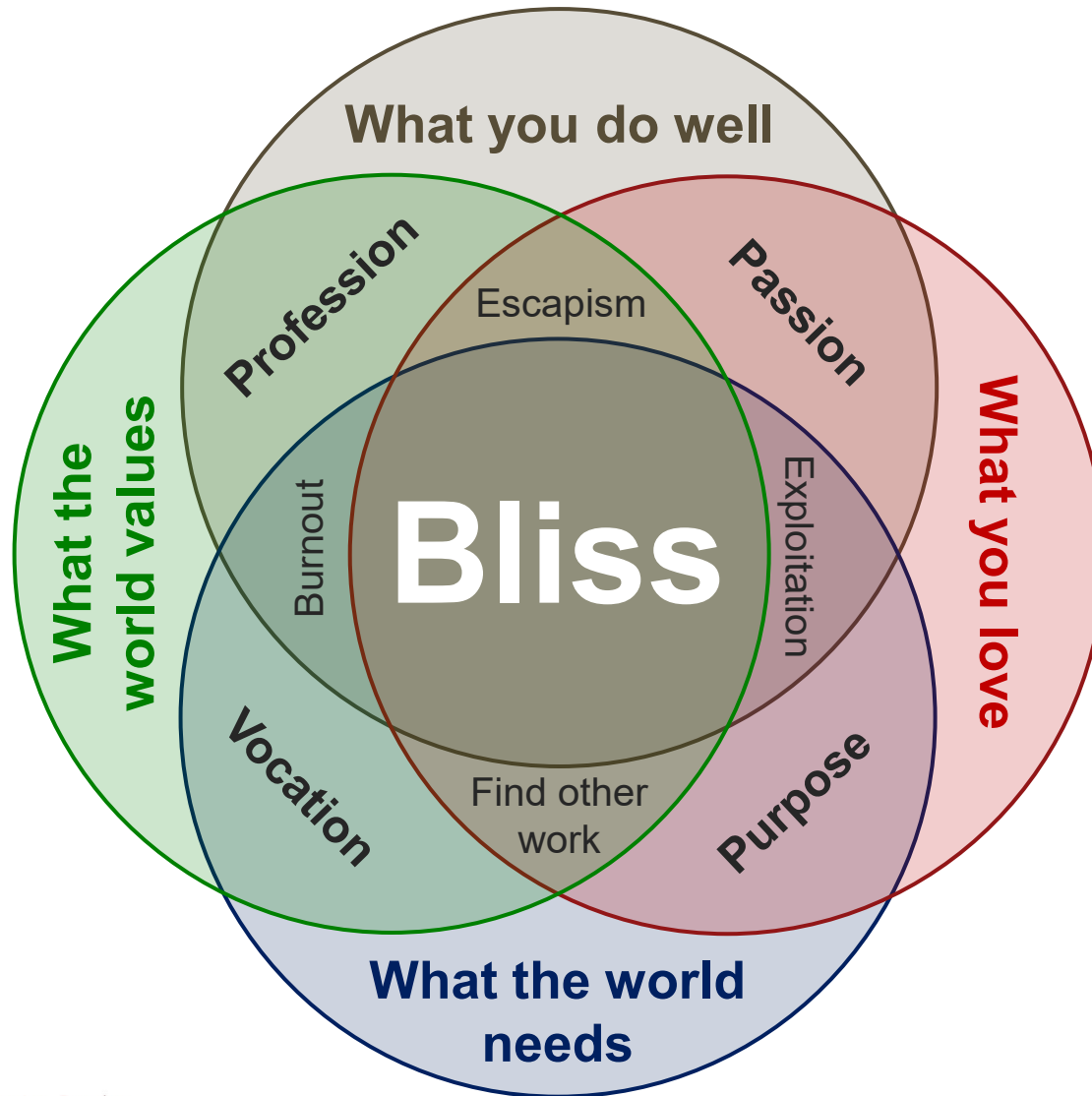
Consciously choose Dialogue



# Live a Life of Bliss

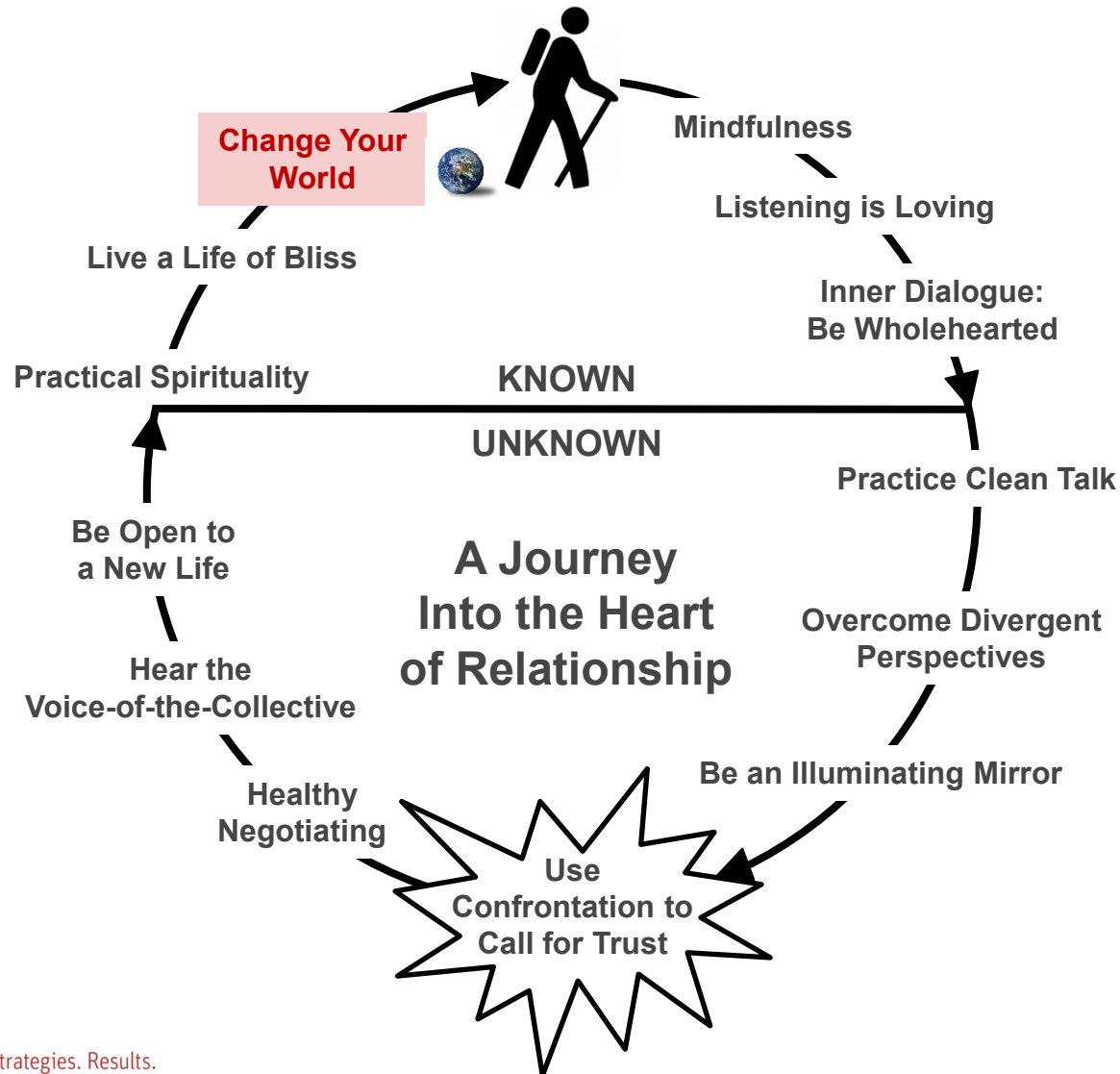
Do what ... you do well, you love, the world needs, and the world values

---



# Your Journey Into the Heart of Relationship

Consciously choose Dialogue





# Our basic needs

Identity, community and purpose

---

## Identity

### Who or what are you?

- An agent of change.
- A creator of value.
- ...

## Community

### Where is your "home"?

- Your strategic alliance.
- ...

## Purpose

### Why are you here?

- To remove the barriers inhibiting the creation of value.
- Then create value.
- ...

# We are agents of change

Comfortable being in any mode, for any situation

Assessment		Structured Control		Escalation	
Fact-based		Authority-based			
Due Diligence	<b>Behaviors we embody:</b> <ul style="list-style-type: none"> <li>▪ Arguments of <b>rational persuasion</b></li> <li>▪ Be an expert with all the necessary facts and knowledge</li> <li>▪ Lead sufficiently detailed analysis in preparation for discussion and negotiation</li> <li>▪ Instruct, inform, teach</li> </ul>		<b>Behaviors we embody:</b> <ul style="list-style-type: none"> <li>▪ <b>Leverage behavior</b> to force compliance</li> <li>▪ Use authority, and if necessary fear, to legitimize directives</li> <li>▪ Assure compliance via performance-based reward and punishment</li> <li>▪ Information flow and context is controlled</li> </ul>		Preservation
	<b>Transformational</b>		<b>Relationship-based</b>		
	<b>Our embodiment:</b> <ul style="list-style-type: none"> <li>▪ <b>Transform self</b> – embrace hypocrisy, spiritual boldness, lead by being</li> <li>▪ Productive community, transcends external sanctions, disrupts systems (as needed)</li> <li>▪ Collective awareness of and surrender to emergent reality – “something going on”</li> </ul>		<b>Behaviors we embody:</b> <ul style="list-style-type: none"> <li>▪ <b>Open</b> all-inclusive, clear <b>dialogue</b> fostered in a supportive environment</li> <li>▪ Healthy nonjudgmental confrontation to resolve important and difficult issues</li> <li>▪ Interpersonal cohesion – feeling “part of”</li> <li>▪ Strong emphasis on win/win relationship</li> </ul>		
Trail blaze		Transform & Renew		Negotiation	

# Identity: a value creator

Role: deepen relationship

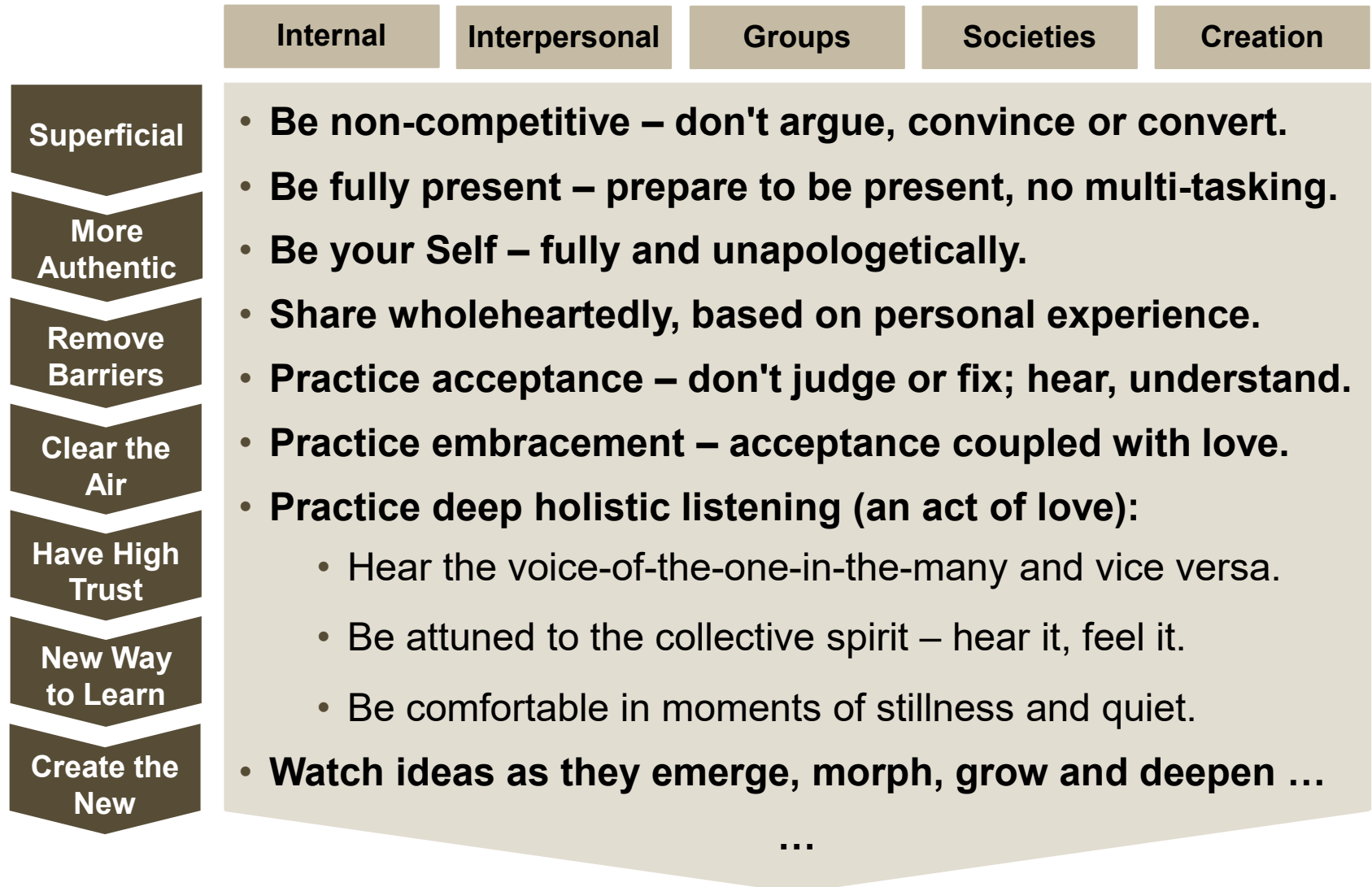
---

Business Relationship Manager	
Is Not	Is
<ul style="list-style-type: none"><li>▪ Just about the exchange of tangible value.</li></ul>	<ul style="list-style-type: none"><li>▪ About value-creation, in all its forms.</li></ul>
<ul style="list-style-type: none"><li>▪ Focused just on near-term results.</li></ul>	<ul style="list-style-type: none"><li>▪ Both long-term <i>and</i> near-term oriented.</li></ul>
<ul style="list-style-type: none"><li>▪ Primarily an account manager, business development manager or program manager.</li></ul>	<ul style="list-style-type: none"><li>▪ A negotiator – always leading open, high-trust, value-discovering discussions.</li></ul>
<ul style="list-style-type: none"><li>▪ Addicted to being a drama queen, complexity king, fear-monger or information-hoarder – there is <i>never</i> a rational reason for behaving like this; there is a better way of life.</li></ul>	<ul style="list-style-type: none"><li>▪ Like a mini-CEO – except we are using nontraditional competencies, informal power, virtual pervasiveness (via self-obsolescence).</li></ul>
	<ul style="list-style-type: none"><li>▪ An agent of change and growth – beginning with self, playing various agent types.</li></ul>
<ul style="list-style-type: none"><li>▪ Primarily a gatekeeper, dictator, executive liaison, escalation manager or schmoozing drone – <i>sometimes</i> we may need to play some of these roles, but not always.</li></ul>	<ul style="list-style-type: none"><li>▪ The embodiment of value – always and with everyone, in every relationship.</li></ul>
	<ul style="list-style-type: none"><li>▪ A creator – a loving, divinely inspired and inspiring, value-creating being.</li></ul>

*A boundless value-creator with a timeless perspective*

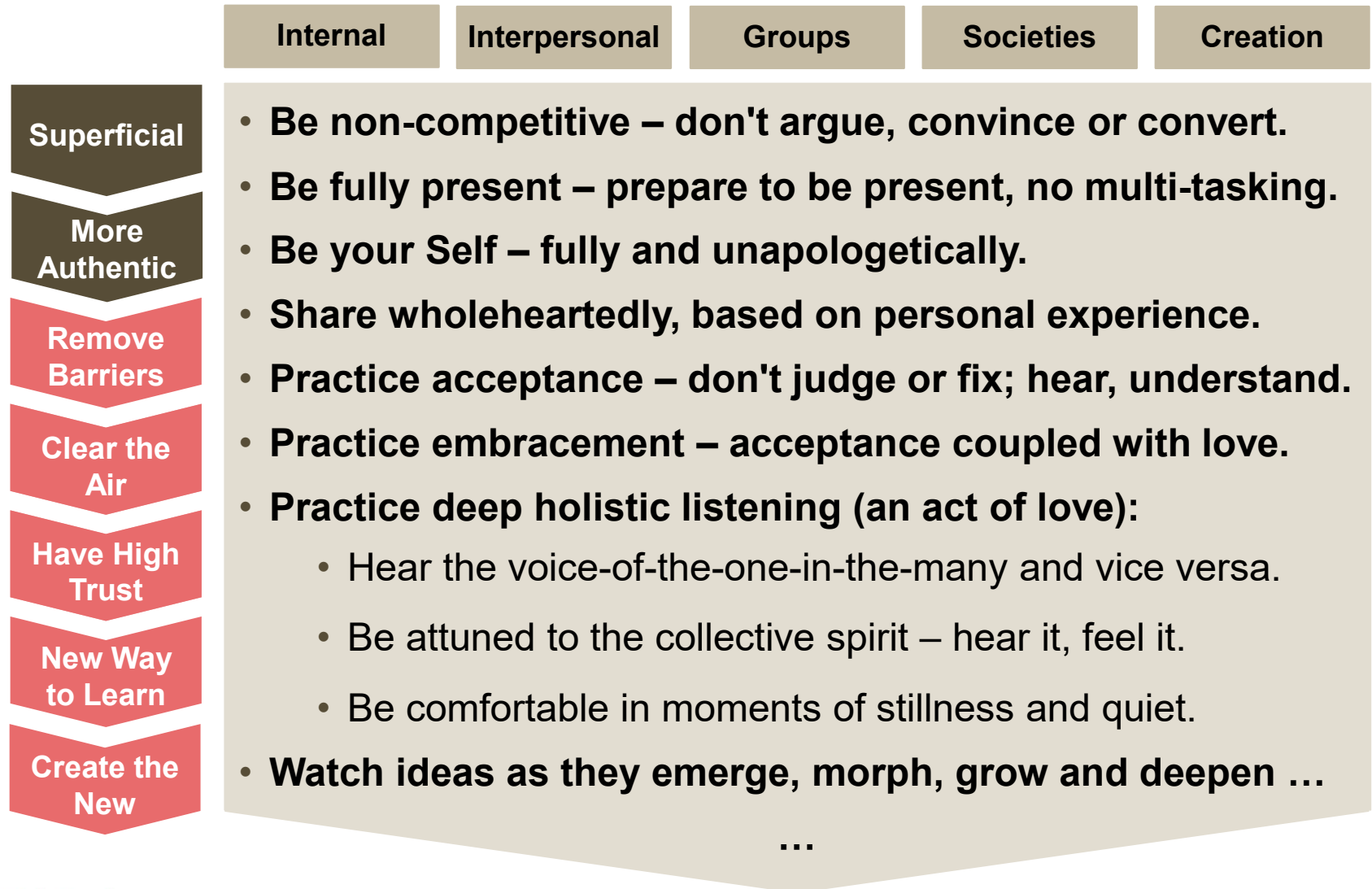
# Dialogue

## Initial guidelines



# Dialogue

## Initial guidelines



# Defenselessness, Vulnerability → Invulnerability

The inward journey to Self – as within, so without

---

■ **Release Ego-based Defenses**

■ **Be Vulnerable**

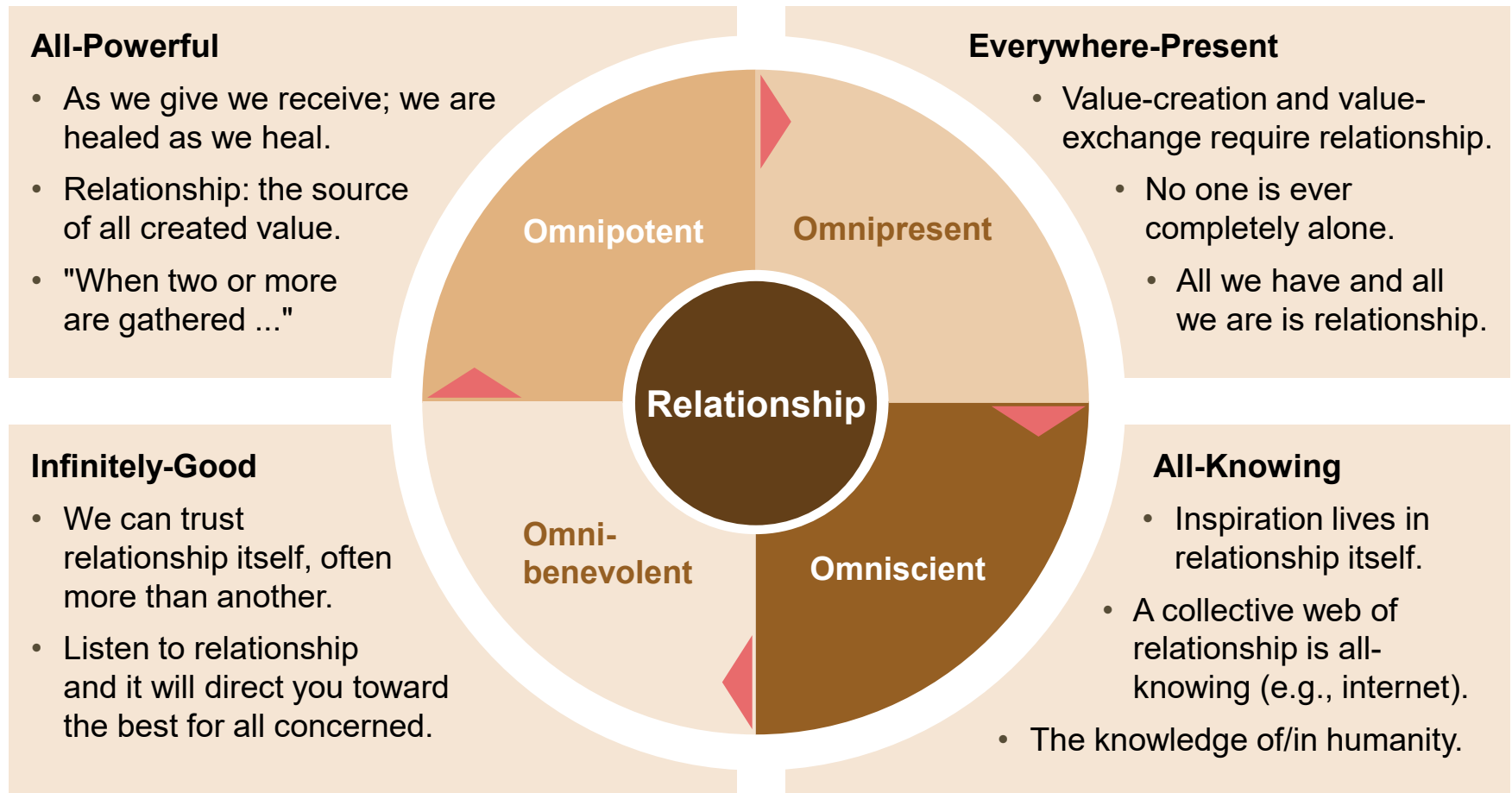
■ **Realize Our Invulnerability**

■ **Connect with True Self**



# The Divine Nature of Relationship Itself

That third something – within us, between us, amongst us



"God is relationship."  
- A Course of Love

# Dialogue: the Heart of Relationship

## Conclusion

---

**You now see a clear path for living:**

- A more integrated and authentic life.
- A more creative and powerful life.

**You are more and more enthused by the challenges in your relationships.**

- You know there are great gifts on the other side.

**All of your relationships will deepen and become more creative as you increase your awareness of Dialogue.**





# Who are we?

What do we do?

---



We do the impossible,  
with nothing,  
in the eye of a hurricane.

# We accomplish the impossible

We need all the help we can get

---

*Your daily life is your temple and your religion.*

*Whenever you enter into it take with you your all.*

- Kahlil Gibran



# Joe Kittel

Focused *in* value creating relationships since 1989

---

Senior Consultant

+1 970 227-6238

[joe.kittel@gps-consulting.com](mailto:joe.kittel@gps-consulting.com)



CEO, SPiBR.org LLC

+1 970 227-6238

[joe@spibr.org](mailto:joe@spibr.org)



## GP+S Consulting GmbH

Founded in 2001, GP+S is an alliance-oriented consultancy and professional services provider to global high-technology companies. Our business development services range from market research to strategic planning and program execution. We are headquartered in Bad Homburg, Germany, with offices in Santa Fe, NM, USA and Shanghai, China.

[www.gps-consulting.com](http://www.gps-consulting.com)



## SPiBR.org LLC

Founded in 2007, SPiBR.org LLC is a consultancy focused on strategic alliance managers. We are about the practical application of spiritual (i.e., relationship-deepening) principles in business relationships. Our professional services include coaching, training, and consulting services for individuals and teams. We are headquartered in Santa Fe, NM.

[www.spibr.org](http://www.spibr.org)