

Values Fulfilment – A Road Map to Building Successful Relationships

It takes teamwork to make the dream work

This is a method by which you can discover the values system of a person you want to impress or understand, connecting with them on a powerful and meaningful level.

This strategy will also enable you to transform your ability to produce results from a teamwork perspective.

1. **Ask**

“What’s important to you ‘in a team member’?”

(About your role, our relationship, etc)

Get them to make a list – 5 things they value will be sufficient.

2. **Prioritise values**

They then create a sequence that is most important to them.

3. **Delve deeper into the meaning of their values**

Work through his or her prioritised list by asking:

“If someone is a ‘good team player’ (for instance) what does that look like to you?”

The answer could be that they:

- Show up for all our meetings
- Are on time
- Contribute ideas
- Take a leadership role inside the meetings

It is likely that what he or she feels a ‘good team player’ should look like may be very different from the meaning you or other members of the team/relationship place on this value. It is this difference that often causes conflict because it is assumed that everyone has the same understanding of what it is that makes a ‘good team player’.

This awareness helps the group understand these differences and enables them to work towards a consensus on what is important and valued.

Once you master this approach, your ability to succeed at building successful and meaningful relationships will accelerate.