

The Elephant of Parma®

has needs and feelings

The Elephant of Parma®
Resolve conflicts is easy



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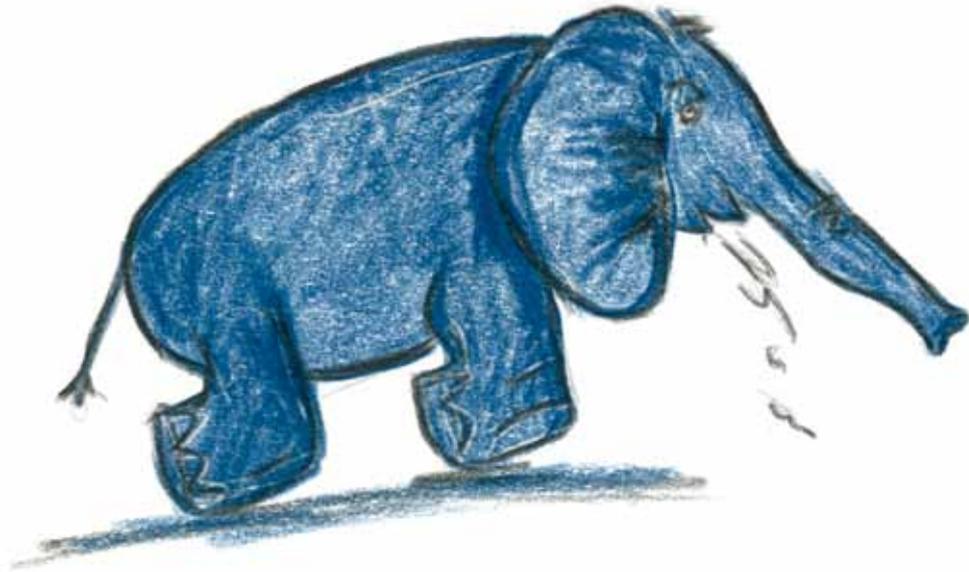
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I don't feel well.

Introduction

Sometimes the Elephant of Parma® does not feel well – something is wrong. But who can help him?

The best way is to help himself – to realise that something is not quite right. His feelings, whether pleasant or unpleasant, are a signal and at the same time serve as the key to discovering his needs. If he can express that, then he has already taken the biggest and most important step: he can request help, ask or perhaps find a solution alone.

Deep down, the **Elephant of Parma®** is a very loving, open-hearted and sensitive being. But his mighty appearance, often makes him seem gruff, clumsy and awkward.

In this book, the elephant goes searching for his needs and feelings.

Have fun!

Hermine Leis



What's going on?

Needs

The **Elephant of Parma®** knows that it is normal to have needs. After all, he gets rid of a very specific need every day in the form of a heap - usually right after breakfast. And maybe even again several times a day.

But there are other needs that are part of life! Sometimes the needs confuse him, especially if they are associated with strong feelings. It is hard for him to classify them properly.

The **Elephant of Parma®** wants to know his needs. He wants to make them clear and find better access to himself and others.

NEEDS

What are needs?

The **Elephant of Parma®** thinks about what needs he has. That is not so easy since he is not exactly sure what all a need can be.

The American psychologist Abraham Maslow has dealt intensively with needs.

He divided needs into groups, arranging them hierarchically (see fig. next page).

Physiological needs – such as food and drink – are basic. These need to be appeased constantly. Once the physiological needs are satisfied, we strive to fulfil the needs of the next level: for security, such as having our own place to live, our own income. If the need for security is appeased, then we desire love and contact, belonging to and recognition from within a community.

At the final and highest level, we strive for self-fulfilment and meaning in life. We human beings all have the same needs; the various needs, however, are more pronounced in some than in others. For some, 'personal freedom' is more important than financial security. Others require a big savings account to feel comfortable.

We all strive for the highest level of need, yet, we cannot skip any need level. Generally, it is important for children to have experienced the safety level in order to later be able to reach the higher levels of recognition and self-actualisation.



For children, experiencing the safety level is important.
How did I feel safe as a child?

Hierarchy of Needs (Human Needs / Motivation Theory based on A. H. Maslow)



This model has been universally accepted and is also used in advertising and sales to specifically attract and appeal to 'real' motives. Needs are the same for all people. They are arranged hierarchically. The basic needs of the lower level, such as food and drink, must first be satisfied before going on to the upper levels of the pyramid. The higher the needs are located on the pyramid, the greater our satisfaction when they are fulfilled.



"Ah, yes," said the elephant, "if I am thirsty, I can no longer be a good noisemaker!
And if I've earned a lot with my noisemaking, then I will be respected by the other elephants!"

Personal needs

Chilean economist and winner of the Alternative Nobel Prize Manfred A. Max-Neef also made a breakdown of needs similar to that of Abraham Maslow. He again divided need levels into categories, each need of which had to be fully satisfied: these are – at all levels – the categories of Being, Having, Doing and Interacting. We do not cover our needs with Having alone. In the satisfaction of needs, Max-Neef distinguished between ‘satisfiers’ and ‘pseudo-satisfiers’: the acquisition of a status symbol (e.g. a fancy car) is a pseudo-satisfier for the ‘recognition’ level, what would really help here would be the acquisition of skills or knowledge. Through advertising and media, our society is unfortunately strongly geared to pseudo-satisfiers that for the economy, though, are lucrative satisfiers. In working out a conflict or in therapy, it is necessary to pay attention to the basic needs and their associated ‘satisfiers’ behind the conflict and to state them.

The following phrases are thereby used to communicate profound or superficial needs:

- “I need ...”
- “It’s important to me that ...”, or
- “I wish ...”.

Needs should be distinguished from desires. If desires get the upper hand and cause problems, life can become a ‘dream factory’ and lead to dependency and self-deception. A return to needs is called for (conflict resolution, therapy, deep feelings).



Which phrase do I use?

“I wish ... to be a famous noisemaker!

Or would it be better for me to wish that I no longer have any wishes?! Who should I talk to about that?”

Needs - an overview

food
water
sleep
sex
exercise
sport
work: physical, mental safety
stability
security
protection
freedom from fear
order
law
peace
property
safeguarding
belonging
love
affection

being accepted
harmony
beauty
physical contact
sexual intimacy
touching
meeting people
friendship
warmth
support
reconciliation
communication
partnership
esteem
appreciated by family, at work
deserved respect
prestige
self-confidence
social recognition
justice

self-esteem
achieving goals
identifying strengths
self-actualisation
values
transcendence
spirituality
faith
meaning of life
achieve own goals
celebrate
play
independence
solitude
freedom
creativity
intuition
insight
learning
education

knowledge
having new experiences
selflessness (giving to others)
contributing goodness
conscious of God
spirituality
nature oneness



“What else is a need?”
“Friendship is really a need for me!”



Mud baths are really important.

Where do needs come from?

People's needs are determined by their nature and personal predisposition.

To survive, people need food and water, sleep, shelter, clothing and sex.

We would starve without food or die of thirst without water. If we had no sleep, we would no longer get our strength back after working. If we had no clothing or shelter, we would freeze to death. Sex and a minimum of social order are necessary to ensure the continued survival of humankind.

We also all have our individual needs. These are shaped partly by our personal predisposition, partly by our social environment.

Introverts are happier being alone. Extroverts often seek closeness and attention from the community. If we grew up with siblings, we probably make contact with others more easily.

How do we become aware of our predisposition? By noticing where our enthusiasms and our strengths lie. Often, our predisposition is overlaid by external influences, so that we have repressed it or have never experienced it. But it is from our predisposition that our real strengths and weaknesses arise. If we are aware of them, we can better assess ourselves and better develop our talents.



What are my strengths?
„I am a good noisemaker!“

What are needs dependent on?

Needs are primarily dependent on our character and our interests, but also on the current situation and our life circumstances.

Every day we are confronted with new circumstances: on the job, in our family or among friends. The situation does not always permit the expression and satisfaction of our needs. These must then be put on hold and their satisfaction postponed until the evening, the weekend or even indefinitely.

Needs are also dependent on our current stage of life.

- **Growing older:**

Kids want to play, young people like to engage in sport and go out, young adults strive for success at work and/or want their own family.

- **Individual experiences:**

Some find learning about other cultures to be personally enriching. Others act out their needs by participating in joyful social events. Or, our needs may change due to hard blows of fate, such as the death of a loved one.



In what stage of life do I find myself? What needs have already changed?
What wishes and dreams have I postponed for the time when I ...?

“I am young and I want to be making noise all the time!”

What influences our needs?

Our needs are not always really our own needs. They are also affected by our upbringing, society, the environment and our immediate surroundings:

Our upbringing contributes significantly to the formation of our needs. Often in families, a certain system of values or certain behaviours are passed down through the generations. Our own needs do not always conform to those of our family or society. This can lead to conflicts.

Every society has certain norms and values. These create certain needs. Just think of the former East Germany: state-organised pressure on society determined peoples' lives. This primarily elicited in the citizens of East Germany a strong need to belong to the group.

The environment and surroundings in which we live change from day to day. And with them, our needs. Factors such as industrialisation, urbanisation, globalisation, etc. play a role. In order to safeguard our existence, we have to adapt constantly to changing circumstances.



What needs did the people in the 12th Century probably have? How did they live, work and love? In contrast, how do I live, work and love today? (see next page)

“Before, I could always drink water from the river. Now I’m waiting for some still water in the café!”

Life in the 12th Century

The vast majority of people lived off the fruits of their own land. They were at the mercy of what the soil brought forth. The most important grain was rye. It was eaten raw or roasted, often made into mush. Besides the rare pleasure of pork or beef, people were dependent on the meat of crows, storks, hedgehogs and squirrels.

People used their fingers to eat food from a communal pot. Packed in tightly, they would squat around the open sooty, smoking stove - especially in winter. The window openings of the simple houses - made of wood, straw or natural stones - were a wooden frame on which oiled parchment was stretched. Sometimes the openings were just plugged up with straw. Clothing was more of a cloth wrap than a figure-hugging gown.

Outdoor work followed the natural rhythm of time. Childhood lasted until the age of 5; then children had to work. People married young. Marriages often had an unofficial character, which was not objected to morally. Brothels and venereal diseases were widespread in the cities.

The weather determined an abundant harvest or famine. This gave nature a somewhat powerful and sinister aspect, since behind every calamity God's punishment was suspected. Famines drove throngs of people begging throughout the country. Food theft was frequent. Protection of nature and the environment were alien concepts to people, everyone fought for their own survival.

Average life expectancy was around 30 years. The mortality rate at birth and in infancy was very high. Plague, smallpox, dysentery and lung diseases were among the main causes of death. Today, a quick death is considered a "beautiful death". In the Middle Ages, sudden death was considered to be a worse death.



Finding the 'right' needs

We have seen that our needs depend on our predisposition and interests, but are also influenced by our environment and life circumstances. Thus, it is not always easy for us to recognise what our own needs are and where we are influenced by others or by our environment. As long as we have not learned to be aware of our real needs, we run the risk of letting ourselves be influenced by the outside.

The **Elephant of Parma**[®] always wants to have the same things as his friends, although he is often disappointed afterwards because that does not really make him feel satisfied.

How do we go about finding the needs that are really our own?

- How do we find 'real' needs? Quite simply, within us. We must choose. In order to assess whether our needs are 'real', our inner feeling is of help – our heart. Our heart always knows what is good and right for us.
- Our mind then helps us to decide whether we have the necessary resources (e.g. time or money) to satisfy our need and it helps us recognise whether we are headed in the right direction.
- We should keep our life plan in mind, particularly for needs that extend beyond the day and that truly matter to us: we become happy, satisfied people when we have discovered our life plan and can then assign the 'right' needs to it. Our life plan is therefore very important. If it is our life plan to start a family, for instance, then we need to search for someone who also wants this and who is a suitable match for us.



Have I ever thought about my life plan? And what needs should be assigned to it?
"To be honest, not enough yet!"

Satisfying needs

The biggest wish of the **Elephant of Parma**[®] is a new jumper and a very specific one at that.

But soon after he fulfilled this wish, he saw that at least ten other elephants he knows each had the same jumper. The advertising had promised individuality and that only very special elephants would wear such a jumper. Instead of being happy, the elephant was now unhappy and sad – after all, he had spent half his monthly salary on it.

He wonders how he can better satisfy his need for individuality in future:

- Buy another jumper that he likes – no matter what the others say.
- Knit himself a jumper.
- Pick something completely different from the jumper.
- Question his need.
- He could ask his grandmother/girlfriend, who loves knitting and knits a lot, to knit him a cuddly red jumper.
He opts for the last and thinks it is great to have had this idea!
He is surprised by how happily his request is fulfilled!



How can I best satisfy my need so that the satisfaction lasts a long time?
"I have a red jumper that I have been wearing now for 4 weeks in a row
because I think it is so beautiful!"

Satisfaction of needs - will and do

Needs will be met in the first place.

The feelings are indicators of our current state (needy in a positive or negative way).

Fulfillment of needs is possible not by feelings, but by will and doing.

And of these two, we also grow (not to the feelings). Therefore, it is important to be clear to us about the authenticity of our needs, because it's not worth, to invest our will, our actions in nonsense - not postgraduate.

The feelings regarding our needs will remain the same, even compared to senseless needs, but we can learn to cope with these feelings, for example, the fact that we get the positive feelings from positive activities or, by meditating, or by forming a need a bit in an other direction.

Feelings expressing properly - not to suppress - that plays an important role and is treated in the next chapter.



What can I contribute to the fulfillment of my need?
First of all think about: Is my need really real for me?

Fueling our needs

It is often a long road from finding our needs to fulfilling them. What should we take into consideration?

- Clearly formulate our need: it then gets more power – within ourselves – and we can take targeted action. We send a clear signal to the world and thus mobilise aid to support us – from other people, from the universe that can send us coincidences.
- We should ensure that our needs are as high up in the hierarchy of needs as possible. The higher a need is located in the pyramid, the more satisfaction we experience once it is fulfilled. Literature is full of tales of the supreme happiness of people who have had an experience of God.
- We should not let ourselves be put off by our own efforts. The more we invest in a need, the greater the satisfaction once it is fulfilled.
- That our needs should be in accordance with our life plan – or with our fellow man, or with nature has already been mentioned. When we think of Mother Teresa, Mahatma Gandhi or Nelson Mandela, we get an idea of what is possible. The things they could not set in motion because of their need to help others!
- We should not fixate on one particular form of fulfilment: if a need cannot be fulfilled in the way we would wish, we should consider whether it would be better to set it aside until circumstances are different or give the need a new target. For example, we do not necessarily have to buy a full kit for skiing, we can also rent things.



“From now on, I will clearly state my needs!”

“I will focus on my need and think about how I can make it happen!”

What happens when the needs of two elephants differ?

The **Elephant of Parma**[®] was thinking:

In a family or in a partnership, the probability is high that the elephant whom I am dealing with right now has different needs than I have. What can I do to avoid it turning into a dispute, to drifting apart or to a separation?

1. I avoid conflict by deferring to the need of the other.
2. I insist on the fulfilment of my need.
3. I use the conflict constructively to explore new possibilities.

The **Elephant of Parma**[®] opts for the third. He wants to explain his need in an open dialogue with his partner and ask about the need of the other. There are certainly cases where it is good to avoid conflict at all cost. But in this case, he wants to know what's going on with the other elephant! (Note: "The Elephant of Parma resolves his conflicts")



When and why has there been a dispute or an altercation:

As a child? As a teenager?

Recently? Privately? Professionally?

What was important in each case?

"Recently I quarrelled with my girlfriend! I wanted to have my peace and quiet and she wanted to tidy up my place of rest!"

Take your own needs and those of others seriously

1. What are my four most important needs at the moment?
2. What needs do my friend or my child have?
3. Shall we draw up a list together in order to get to know each other better?

You can use the template on page 38!

Examples of needs:

A middle-aged woman:

Intellectual and creative work, rest and sleep, esteem, spirituality.

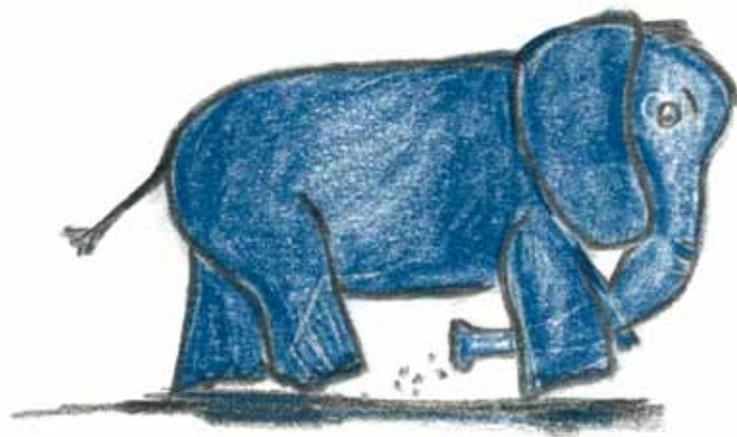
A middle-aged man:

Eroticism and sexuality, work on the computer, experiencing nature in the mountains, sport.

A toddler:

Food, movement, sleep, closeness.





I'm so bored.

Feelings

Needs signal themselves by feelings, either pleasant or unpleasant, depending on whether a need has been satisfied or simply remains unfulfilled. Feelings and needs interact with each other: feelings therefore have an important function. If they are negative, noted the elephant, then he has to take care of his needs. Even if initially positive feelings turn negative, he should get to the root of the cause. Perhaps he satisfied a 'wrong' need or in the 'wrong' way?

Sometimes the elephant would be happier if he could better deal with his feelings. And if he would be better aware of his feelings sooner, he might also recognise and express his needs more easily. The division of feelings, on the following pages, into when needs are satisfied or not satisfied serves to stimulate your own thoughts.

A clear classification is not always possible. It is more about reviewing your own experiences with needs and their associated feelings.

Feelings

Find access to feelings

The **Elephant of Parma**[®] wants to feel and experience his feelings. For that, he needs to find access to them. But access is buried: possibly because he was never asked about his feelings or perhaps because they were considered unimportant or even negative.

To discern all the nuances of his feelings and be able to name them, he wants to expand his 'vocabulary of feelings'. 'Good' or 'bad' are not enough for him to describe his strong, passionate, fine or deep feelings.

If the **Elephant of Parma**[®] wishes to express that he has 'a good feeling', for example, he could formulate that more precisely: 'happy', 'excited', 'relieved', 'satisfied'.

On the following two pages, our elephant has collected 'feeling words' that you can add to. He has marked his favourite words.



Now I consciously ask: "How do you feel?"

And have the courage to ask: "Have I understood correctly? Do you feel ...?"

In this way, I sensitise myself to perceiving feelings more consciously.

Feelings, if your needs are satisfied - an overview

stimulated
excite
pleasant
breathless
hyper
good-tempered
freed
enthusiastic comfy
animated
intoxicated tou-
ched
relieved
humble
elated
moved
charmed
grateful
ecstatic
sensitive
electrified
energetic
involved
resolved
relaxed

thrilled
pleased
refreshed
fulfilled
deeply stirred
encouraged
amazed
expectant
fascinated
free
friendly
peaceful
merry
glad
spellbound
calm
captivated
witty
serene
snug
curious
emotional
collected
protected

happy
cheerful
bright
wide awake
cordial
enraptured
hopeful
inspired intense
interested
jubilant
powerful
clear
lively light
affectionate
freewheeling
funny
motivated
alert
brave
inquisitive
optimistic
quiet
replete
peppy

self-assured
complacent
blessed
secure
carefree
silent
proud
radiant
valiant
overjoyed
surprised
exuberant
ebullient
overwhelmed
easy-going
light-hearted
imperturbable
amused
in love
trusting
enchanted
quick
warm-hearted
full

tender
satisfied
attracted to
open
trusting
confident
...
...
...
...
...
...
...
...
...
...
...

Feelings, if your needs are not satisfied - an overview

defensive
scared
angry
alarmed
disgusted
tense
fearful
apathetic
suspicious
drained
self-conscious
depressed
apprehensive
ashamed
worried
concerned
perplexed
affected
bitter
depressed
dull
shaken
jealous
lonely

sensitive
outraged
discouraged
disappointed
indignant
weary
sobered
beat
exhausted
frightened
lazy
frustrated
fearful
inhibited
livid
bored
indifferent
hostile
helpless
panicky
irritated
miserable
cold
edgy

lax
lifeless
lethargic
listless
wary
tired
nervous
downcast
passive
perplexed
resigned
restless
sad
cross
shy
in a bad mood
timid
shocked
dreadful
shameful
guilty
difficult
sceptical
worried

argumentative
impassive
desperately
overheated
overwhelmed
uninvolved
full of worries
uncertain
unhappy
unapproachable
stressed
uneasy
impatient
uncomfortable
uninspired
anxious
dissatisfied
frightened
upset
embittered
uptight
lost
crazy
sleepy

withdrawn
scared
distraught
confused
exasperated
reluctant
grudging
furious mo-
rose
fidgety
irate

■■■
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State feelings clearly

Expressing feelings is not easy because the word 'feeling' itself is ambiguous. When you use the word 'feeling', there is often an accusation or assessment behind it.

Phrases that express an accusation or assessment:

- "I have the feeling that you could do it better."
- "I feel as if I were living with a wall."
- "I have the feeling that I'm always on the go."
- "I have the feeling that it's hopeless."
- "I have the feeling that my boss is not being fair."

If you want to describe a feeling, you do not necessarily need to use the word 'feel'. It is often sufficient just to use the word 'be'.

Phrases that express a feeling:

- "I feel happy"
- or simply, "I'm happy"



I pay attention to the wording.
„I'm excited!“

Be aware of your own feelings and those of others

Now take the four currently most important needs that you have already defined on page 22 and make a list of feelings for each one. Use the following three points for guidance:

1. What are my feelings when my need is satisfied?
2. What are my feelings when my need is not satisfied?
3. We will compile the list together and learn more about each other in doing so. Template on page 38!

Examples of a need with the associated feelings when satisfied / not satisfied:

Middle-aged woman:

- Intellectual, creative work: self-confident, excited, enthusiastic, determined / cut-off, bored
- Rest, sleep: good-tempered / nervous, tired, exhausted
- Esteem: fun, in love, confident / anxious, sensitive, disturbed, shy

Middle-aged man:

- Eroticism, sexuality: relaxed, satisfied / frustrated, aggressive
- Outdoor exercise: good-tempered, energetic / dissatisfied, restless
- Intellectual creation: bright, confident, easy-going / restless, impatient

Toddler:

- Food: happy, carefree / impatient
- Urge to move: fun, lively, excited, in high spirits / annoyed, angry, bored
- Sleep: peaceful, serene, radiant / cranky, miserable
- Closeness: trustful, secure / anxious, helpless



Ask? That's something new.

Requests

The **Elephant of Parma**[®] is now clearer about his feelings and needs. He knows how he feels when his needs are satisfied and when they are not satisfied.

He also has needs that require other elephants to fulfil them. For this, he has to learn how to express requests. They help him get support for the fulfilment of his needs.

Requests differ from demands in that the decision as to their fulfilment lies entirely with the person being asked. If the answer is "No", the **Elephant of Parma**[®] should give the other elephant attention that is just as respectful, appreciative and sympathetic as he himself would like to receive. It could be that the request conflicts with the needs of his friend.

REQUESTS

Request for need to be fulfilled

Since his friend is not able to 'read minds', the **Elephant of Parma**[®] must inform him of his need. If he has a need that is to be satisfied by another elephant, he can request it of him. The willingness is often there to help him in fulfilling a need. The more clearly the **Elephant of Parma**[®] knows what he needs or would like to have, the more concretely he can state his request. The likelihood increases that his need will be satisfied.

For example, the elephant would like to request:

- fulfilment of the need for closeness
- warm contact in the form of a walk together
- an honest reaction of the listener to his words
- a specific action in everyday life

If his request is not in line with the need of his friend, that is an invitation to an open dialogue about a common need. (Note: "The Elephant of Parma resolves his conflicts").



Was there ever a situation in which I believed I was misunderstood, in which what I wanted did not happen? How had I stated my request?

I thought, "If my girlfriend sees me go to the resting place, she knows that I want to have my peace and quiet now! But that wasn't the case!" The next time around, I will state my request.

Link the request to feelings and needs

If we have a request, it is important to link it to our need and a positive feeling.

If the **Elephant of Parma**[®] cannot find something important, he's angry. If he puts it like this, it can be easily understood by his friend as a demand or attack:

"Why don't you tidy up this place?"

Linked to feelings and needs, the statement might be as follows:

"There is so much stuff piled up that it takes me forever to find something and I can't work properly.

Would you mind tidying up, please?"

Another possibility: "Could we please talk about how we can make this place tidy together?"

Other examples:

"I'm embarrassed when there are smudges on our brochures. It is important to me that our company appear professional.

Please bear that in mind."

"I am concerned when you go to school tired in the morning. It is important to me that you are alert and well-rested.

Please be in bed by 9 o'clock."



"In future, I will be sure to link my requests to the associated needs and feelings!"

Formulate requests positively

How should the **Elephant of Parma**[®] formulate his request properly?

It is important to formulate the request in a positive way because if he puts it in a negative form, it may be irritating to his conversational partner. It can lead to misunderstandings since it is not clear what the **Elephant of Parma**[®] really wants.

Misunderstanding of a woman's request to her partner:

"I don't want you to work so long!"

In this case, it could happen that the partner does indeed comply with the request, but not in the way the woman had wanted. Her partner now regularly meets up with his friends, instead of spending his free time with his family.

Stated properly, it might look something like this:

"I would like to spend one evening a week with you and the children. Could you please come home earlier once a week for that?"

The woman's possible basic need for more closeness and contact is thus clearer.

In this context, the books of Marshall Rosenberg on nonviolent communication are highly recommended.



I formulate my request positively and concretely.

"I need half an hour of rest to feel energetic and good-tempered!
Could you kindly tidy up here later?"

Practise asking

The **Elephant of Parma**® would like to prepare for typical situations so that next time he can react properly. He takes his needs and feelings list in hand and continues to work on it:

1. From now on, I want to clearly state and express my needs and feelings.
2. What exactly do I require so that my needs can be satisfied?
3. If I have a need that requires someone else for it to be satisfied, I will formulate a request that I link with my personal needs and feelings.

He again uses the template on page 38!

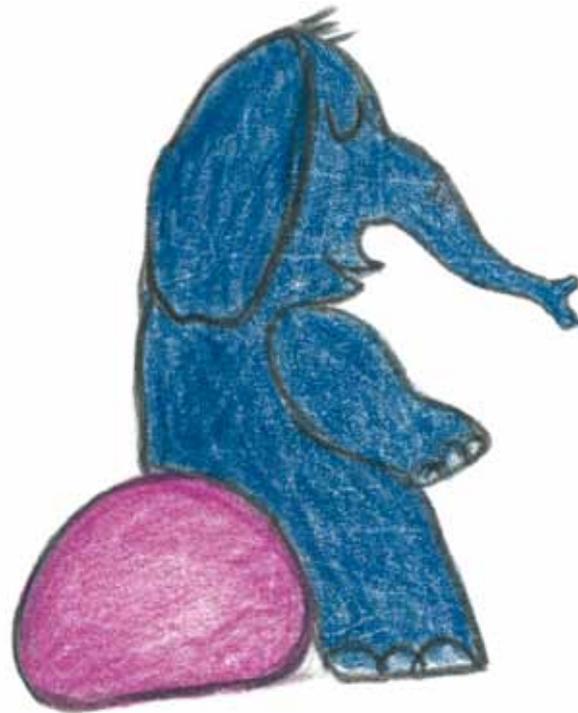
Examples of requests:

Middle-aged woman: "Twice a week I need time for my creative projects so that I feel stimulated and good-tempered. Could you please do something with the kids for three hours on Wednesday and Saturday afternoons?"

Middle-aged man: "For me to feel good-tempered and energetic, I would like to spend one day a week with you and the little ones at the lake. Can you arrange that?"

Child: "I would like to meet up with the other kids at the playground in the afternoon. May I go to Nina's and go with her to the playground? That would be fun!"





I learned a lot. Phew, that was exhausting.

Exchanges of experience

The **Elephant of Parma**[®] has now learned a lot! He found the reactions of his friends and acquaintances quite remarkable when he asked what their needs were. Some appeared to have been waiting just for someone to ask at last what is important to them. The elephant learned a lot from that.

In his family, though, the elephant found it a bit more difficult to address needs. It was not even easy to state needs clearly. The one or the other had to have more time to think about things. Good thing it was easier with feelings. When asked how they felt, everyone had an answer – at least by the time he pulled out the feelings vocabulary for help. When then formulating the request, attention was paid to it being positive and linked to the need and feeling. There was willingness to help in the fulfilment of needs. But it was clear to everyone that a request may sometimes be denied if it does not agree with the need of the other.

Afterwards, the elephant was happy and satisfied because his family was sitting around the table. Finally, he expressed the request to regularly hold such discussions and no one had any objection, on the contrary!

Now, after all that effort, the **Elephant of Parma**[®] is feeling a bit exhausted and would like to enjoy his small achievement in peace and quiet.

How did it go for you?

Send an e-mail with your experiences to: info@hl-cd.de.



Greetings from the Elephant of Parma®!

Needs
For your four currently most
important needs

Feelings
if needs not fulfilled

Feelings
if needs are fulfilled

Request for need fulfilment,
linked to need and feeling, con-
crete and positive

Person

1.

2.

3.

4.



You can copy this list.

Needs change over time, so you can make current lists again and again!

Decorate the lists you have made together and hang them up at home!