

## What they need is our Vulnerability

Vulnerability 'the quality or state of being exposed to the possibility of being attacked or harmed either physically or emotionally'.

'There will always be things that I'm not good at and I will always be flawed- and not just in terms of skills and abilities. I will have weaknesses and flaws in how I relate to other people too' (Wisdom in Leadership, Hamilton, p219)

There are a variety of different coping strategies once we realise that we're not the best at everything

- We can hide our weaknesses:
- We can minimize our weaknesses:
- We can excuse our weaknesses:
- We can deny our weaknesses:

One of the ways to develop this vulnerability is to learn the following four phrases.

Four Phrases to Learn

Phrase	Why it's difficult to say it	Why it's dangerous if we don't	How can we do it differently
I don't know			
You're better at it than I am			
Do you think			
I'm sorry			