

Bestselling author of *The Road to Character*

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**HOW TO  
KNOW  
A PERSON**

**The Art of Seeing Others Deeply  
and Being Deeply Seen**

# How to Know A Person

## Book Highlights

# How To Know a Person: I See You

- Good conversations are joint explorations where ideas grow together.
- Attention works like a switch, pay attention when listening, be fully present.
- Use the SLANT method: sit up, lean in, ask, nod, and track.
- Be a “loud listener” who shows visible engagement and curiosity.
- Treat listening like hospitality, that invites stories and make others feel seen.

# Good Talks: Practical Habits for Conversation

- Start with something familiar that helps others speak with ease.
- Ask for specific stories so people can become authors of their lives.
- Allow pauses, as silence creates space for reflection and openness.
- Use the hospitality metaphor: make room, show curiosity, and create a shared exploration rather than a contest of statements

# The Right Questions: Deeper Inquiry

- Explore three areas: goals, skills, and how people spend their days.
- Ask open questions like “What’s it like...” instead of yes/no ones.
- Use big questions to reveal transitions or hidden motivations.
- The Closed questions are usually the not so good ones, they hint at the questioner imposing a limit on how the question can be answered.
- On the other hand, open-ended questions are humble, giving the other person the power to answer they want and in the direction they want to take it in.
- Deep conversations often require vulnerability, but you can also ask positively framed questions like “What’s working well in your life?” to open up strengths-based reflection.

# I See You in Your Struggles: Loneliness & Blindness

- Loneliness and lack of recognition often turn into bitterness.
- Loneliness breeds distrust, and distrust tends to snowball, people assume threats, exaggerate danger, and sometimes fall for conspiracy explanations.
- Addressing this social blindness requires moral formation: teach restraint of selfishness, help people find purpose, and build basic social and emotional skills for kindness.
- These practices aim to interrupt the cycle where unrecognized pain becomes public hostility and instead cultivate habits that repair trust and community.

# Hard Conversations: The Official vs. the Actual

- Every talk has two layers: the surface topic and deeper emotions.
- When tension rises, pause and ask, “How did we get here?”
- Clarify motives by saying what you didn’t mean before what you did.
- With practice you can turn distrust into trust by seeing and hearing the other person’s perspective and acknowledging missteps honestly.

# The Art of Empathy: Defenses and Skills

- People develop lifelong defenses shaped by early pain or fear.
- Empathy combines mirroring, mentalizing, and genuine caring.
- Contact theory and literature help build perspective-taking.
- Practical practices that build empathy include contact theory (bringing groups together), reading literature to increase perspective-taking, and regular emotion spotting with a mood meter.
- These tools help you catch others' feelings, respond accurately, and reduce misunderstandings born of old defensive wiring.

# I See You With Your Strengths: Personality Traits

## ➤ The Big Five traits—

- Extraversion,
- Conscientiousness,
- Neuroticism,
- Agreeableness, and
- Openness ~ these five traits map personality.

➤ Extroverts seek stimulation; introverts value calm and depth.

➤ Conscientious people are reliable; neurotic ones feel emotions intensely.

➤ Agreeable and open people connect through kindness and curiosity.



# Parenting, Personality, and Life Tasks

- Parenting should adapt to each child's unique personality.
- Every person faces distinct life tasks based on age and stage.
- Early life focuses on competence; later life seeks belonging and meaning.
- Seeing which task a person is in explains much of their behavior and helps you meet them where they are.

# Disclaimer

**This is just a summary. This summary is as per my interpretation and Learning, Please excuse any errors.**

For a better understanding, reading the book is highly recommended

**Please excuse any errors.**

**Thank You For Reading**

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