

New strategies for the personal and professional development of osteopaths

Part I



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Who are we and what are we doing?

- What is our understanding and how do we want to be understood?
- What makes us different?
- What are we aiming for?

What is necessary and what is possible?

- What makes a successful practice?
- Money, fame, recognition, satisfaction, reputation, social awareness, confidence, respect, trust, faith, love, happiness, technique, skill, research, evidence, results, outcome etc.?
- Is it possible to fulfill all the expectations?
- biophysical, biomechanical, bio-psycho-emotional-social, biodynamic, bioenergetic, biogenetic, ecological, economical, political etc.?

What do we know and what do we need to know?

- Philosophy
- Psychology
- Psycho-immuno-endokrino-neurology
- Sociology & Behaviorism
- Communication
- Systemic Theory
- Quantum Physics

What are the core conflicts in osteopathy?

1. Difficulties to match individual subjective findings with professional objective understanding as an osteopath.
2. Deficits in intra- and interdisciplinary communication (colleagues and other health professionals) and also between osteopath and patient.
3. Lack of the critical reflexion of the language (itself) used within osteopathy.
4. Difficulty to balance closeness and distance. The problem consists mainly in the conflict of following evidence based („rational“) guidelines without losing the holistic („intuitive“) dimension of the treatment situation.

Ultimate question?

What kind or how much subjectivity is needed for an objective professional approach?

Possible answer:

- „New“ subjectivity (concerning therapist & patient)
- personal -> individual -> independent -> self/identity <-> other (non linear, needs to be constantly evaluated by observation, action and reflexion)
- this will be most likely a very important part of the therapeutic understanding and a necessary professional requirement for the next generations of osteopaths
- Basic general requirements: social competence, ability to communicate, adequate personality development

Personal and professional benefits

- Better assessment of self and others and protection from misunderstandings and misjudgements
- Advanced pedagogic and didactic education and training programs
- Improved ethical awareness and standards
- Increased focus on meaningfulness instead on statistics and probabilities with osteopathic research programs

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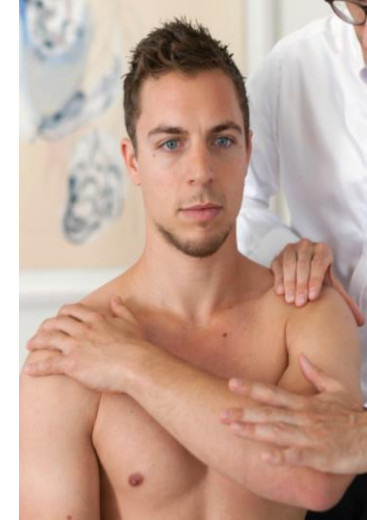
3 Key Success Factors to win and keep the trust of your patients



Osteopath's
personality



Relationship
between
patient and
osteopath



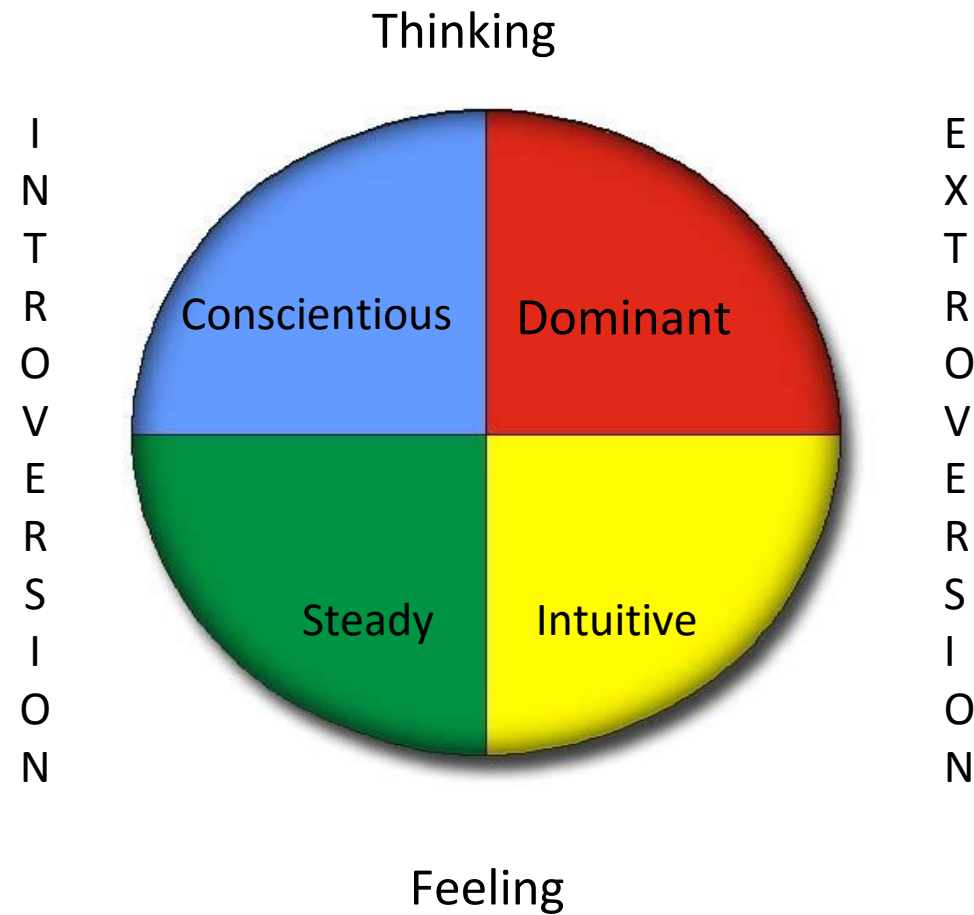
Patient's
personality

The osteopath – natural life is colored...



...that of your patients too!

4 Colors Person



How do we see ourselves?

CONSCIENTIOUS

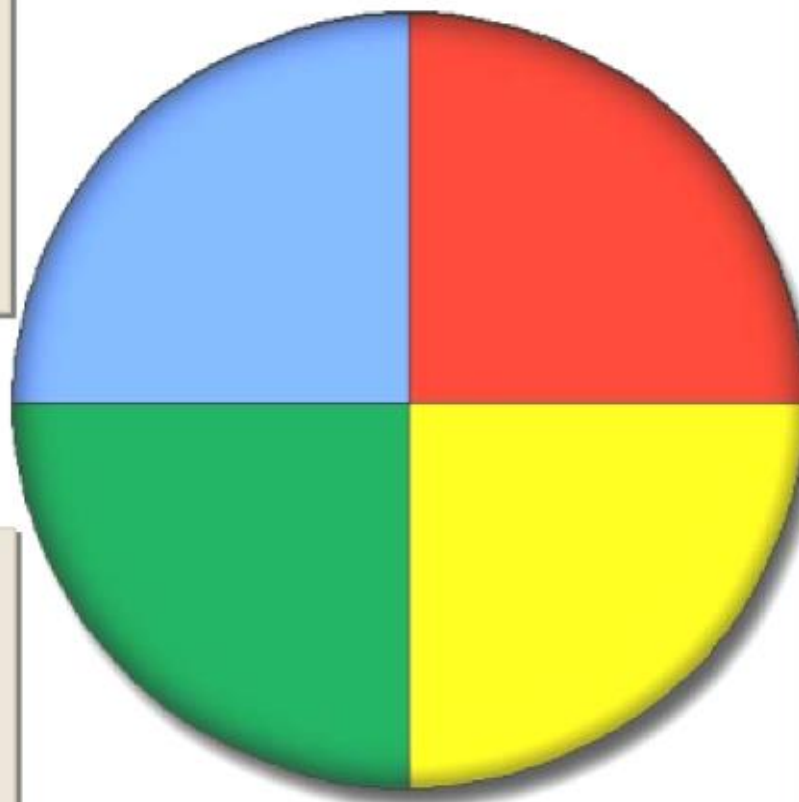
The blue type

- *skeptical*
- *precise*
- *systematic*
- *distant*
- *analytical*

DOMINANT

The red type

- *energetic*
- *impulsive*
- *driven*
- *direct*
- *determined*



STEADY

The green type

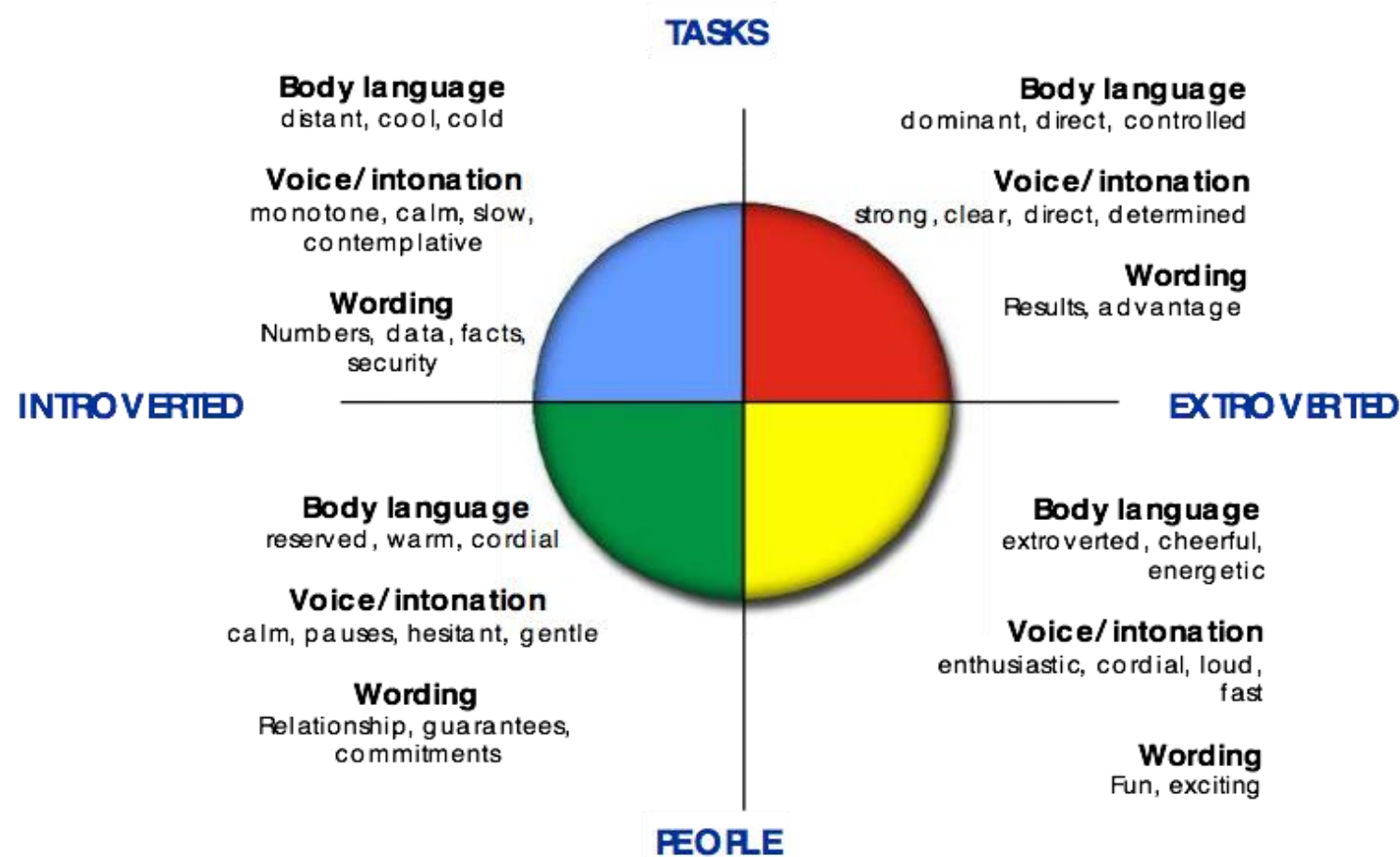
- *prudent*
- *patient*
- *reliable*
- *careful*
- *calm*

INTUITIVE

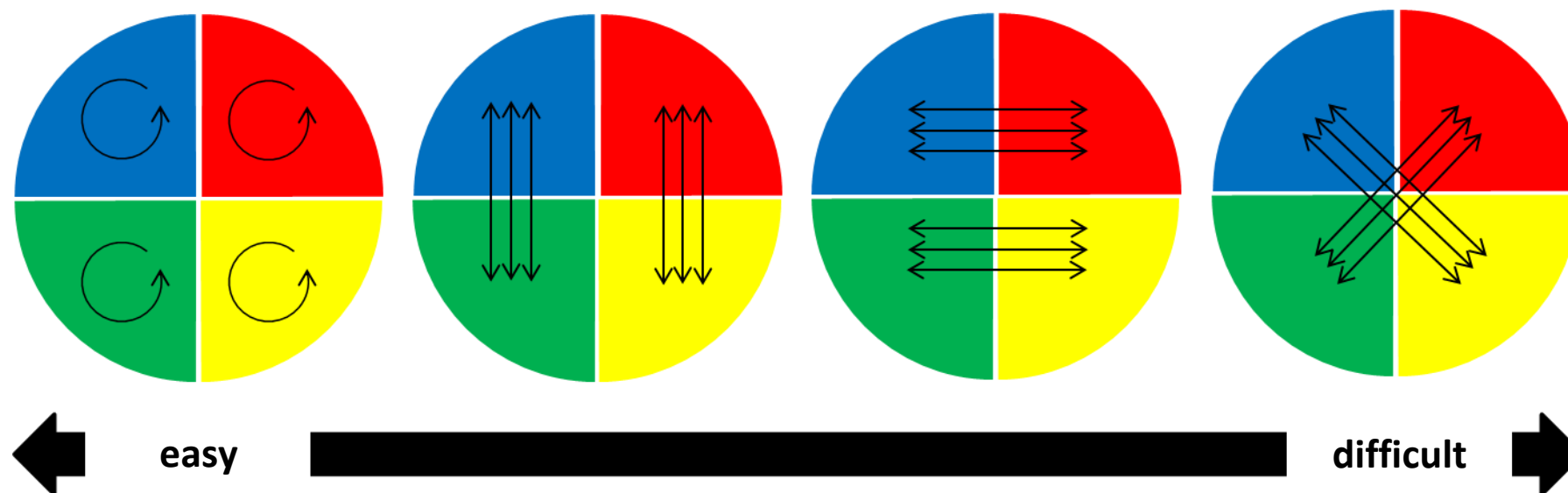
The yellow type

- *eloquent*
- *optimistic*
- *convincing*
- *sociable*
- *enthusiastic*

Profiling - How to read my Counterpart!



Communication among the “colors”



Home taking message is:
The osteopath's ability to establish a positive chemistry even with a completely different personality is the key for treating success!



For questions and feedback please contact
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