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.
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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Part II

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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

Thinking

Conscientious  Dominant

Steady  Intuitive

Feeling
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!

Body language
distant, cool, cold

Voice/intonation
monotone, calm, slow, contemplative

Wording
Numbers, data, facts, security

Body language
dominant, direct, controlled

Voice/intonation
strong, clear, direct, determined

Wording
Results, advantage

Body language
reserved, warm, cordial

Voice/intonation
calm, pause, hesitant, gentle

Wording
Relationship, guarantees, commitments

INTROVERTED

EXTROVERTED

Body language
extraverted, cheerful, energetic

Voice/intonation
enthusiastic, cordial, loud, fast

Wording
Fun, exciting
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!
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