



- **NAME OF THE TOOL**
- FOG BANK TECHNIQUE

- **DESCRIPTION OF THE TOOL**

- Applying the fog bank technique can help us to successfully handle any criticism or confrontation. It is simple and is key in the area of social skills. It is a highly effective assertiveness-based resource that we all deserve to know and apply in our daily lives.

What happens if you are driving along the road and suddenly encounter a fog bank? The natural thing to do is to slow down and brake. Then we can slow down and see the road better. Well, believe it or not, this situation can help us develop and improve our social skills. The fog bank technique urges us to slow down, to slow down the emotions that we feel are prompting us to react in an impulsive way to what is not to our liking.

For example, in the case of unexpected criticism, we may feel angry and tempted to react in a way we don't really want to.

Embarrassing or conflicting situations may bring out a part of ourselves that we feel we cannot or can hardly control.

A part of us that wants to protect ourselves from what we feel is an attack or is embarrassing us. Thoughts such as "he is judging me", "he doesn't value me", "he wants to humiliate me" will provoke a reaction that is the result of nerves and emotions that are on the surface.



● OBJECTIVES OF THE TOOL

- Please indicate at least 3 objectives:
- **Objective 1.** One of the purposes of the fog bank technique is to regulate negative and irrational thoughts.
- **Objective 2.** Allow us to observe our emotions so that we can manage their message in the way that best suits us.
- **Objective 3.** Realise how important it is to stop. At least until we can see the situation more clearly.

● CONNECTION THE TOOL WITH THE SKILL

Please explain the connection of this tool with the skill and how this tool helps to develop the skills.

- It is important to know what information we are going to give and how to give it. Poor communication about results, diagnosis or treatment can raise doubts about the professionalism with which we work and bias the rest of the process.
- As the name of the technique suggests, the "fog bank" can be compared to the feeling you get when you are driving along the road and you come across a dense layer of fog. What do we do in this case? The fog forces us to slow down, brake and slow down. This is exactly what we will do when faced with a verbal attack, a criticism or an argument on a communicative level. What we have to do is find something we can agree on in the criticism that is being made, even if it is only in a small part, agree with the interlocutor and postpone it for the moment we decide, a moment when we are calmer, when we have more time [...] and therefore we feel like dealing with the criticism. We are simply looking for a point of agreement in the other person's speech; that will calm them down, as they will feel that their criticism is being at least partly taken on board, and we will postpone the discussion for another time.



- **RESOURCES AND MATERIALS**

You do not need specific material to practice this tool but it is advisable to practice the roleplay, where you can practice this technique by playing different roles. Sometimes playing the role of assertive and other times playing the role of critic.

- **IMPLEMENTATION OF THE TOOL**

- First of all, we must remember the key aspect of this technique. It consists of being partly right while maintaining integrity and one's own point of view. Something that seems so difficult can be achieved in a simple way.

An example: someone tells us that we are too soft at work and that we lack initiative. This is a full-blown criticism. What we do is the following:

- A) We recognise some truth in that statement: it's true that I can be soft, I don't deny that. But being reflective and cautious allows me to make better decisions. The initiative that bears fruit comes from patience and self-assurance.
- B) We will not lose our cool, we will not give in to our position but we will not let our emotions get the better of us.

- **WHAT YOU LEARN**

Please explain what they are going to learn with the practice of the tool. What are the benefits to be gained from practising this skill?

- Learning to practise assertiveness helps you feel more confident and communicate more effectively.
- To learn to avoid confrontation and diffuse criticism.
- Working on assertiveness in communication. You will learn to communicate your message clearly and confidently while respecting the rights of others, generating a perception of respect and credibility