


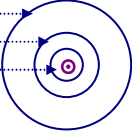
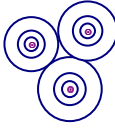
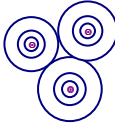


# Sphere of Influence, Action Speaking, Dialogue and Discussion

## Sphere of Influence

- Leaders see something missing like a possibility and speak it into existence.
  - As Is 
  - Possibility 
  - New Accomplishment 
- Leaders work with other leaders to expand their spheres of control and influence.
  - All areas of life 
  - Sphere of influence 
  - Sphere of control 

## Action Speaking

Type	Syntax / Example	Responses	Required	Counterexample
<b>Request</b>	<ul style="list-style-type: none"> <li>• I request that you do X by time Y                             <ul style="list-style-type: none"> <li>- "Would you bring me a glass of water?"</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Requestee may:                             <ul style="list-style-type: none"> <li>- Accept</li> <li>- Decline</li> <li>- Counteroffer</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Committed Listener</li> </ul>	<ul style="list-style-type: none"> <li>• Complaint                             <ul style="list-style-type: none"> <li>- "Somebody ought to do something about this."</li> </ul> </li> </ul>
<b>Assert</b>	<ul style="list-style-type: none"> <li>• I assert that X is true                             <ul style="list-style-type: none"> <li>- "I was born in December."</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Assertion may be:                             <ul style="list-style-type: none"> <li>- True</li> <li>- False</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Physical Evidence</li> </ul>	<ul style="list-style-type: none"> <li>• Vagueness                             <ul style="list-style-type: none"> <li>- "I think so."</li> </ul> </li> </ul>
<b>Declare</b>	<ul style="list-style-type: none"> <li>• I declare X                             <ul style="list-style-type: none"> <li>- "I like teaching technology."</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Declaration may be:                             <ul style="list-style-type: none"> <li>- Valid</li> <li>- Invalid</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Authority of Declarer</li> </ul>	<ul style="list-style-type: none"> <li>• Generality                             <ul style="list-style-type: none"> <li>- "It's just not right."</li> </ul> </li> </ul>
<b>Promise</b>	<ul style="list-style-type: none"> <li>• I promise you that I will do X by time Y                             <ul style="list-style-type: none"> <li>- "We will start the program in 10 minutes."</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Promisor may:                             <ul style="list-style-type: none"> <li>- Revoke</li> <li>- Repromise</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Committed Listener</li> </ul>	<ul style="list-style-type: none"> <li>• Indecision                             <ul style="list-style-type: none"> <li>- "I'd like to but I don't know if I can."</li> </ul> </li> </ul>

## Dialogue and Discussion

Type	Mode	Deliverable	Required
<b>Dialogue</b>	<ul style="list-style-type: none"> <li>• Opens up</li> </ul>	<ul style="list-style-type: none"> <li>• Creates new options</li> </ul>	<ul style="list-style-type: none"> <li>• Brainstorm Rules</li> </ul>
<b>Discussion</b>	<ul style="list-style-type: none"> <li>• Narrows down</li> </ul>	<ul style="list-style-type: none"> <li>• Facilitates consensus decision from existing options</li> </ul>	<ul style="list-style-type: none"> <li>• Decision Rules</li> </ul>

