


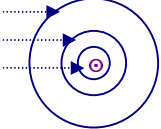




## Creative Leadership (A Useful Model)

- “A leader see something missing like a possibility and speaks 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 

## Four Types of 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</li> <li>– "Would you bring me a glass of water?"</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</li> <li>– "I was born in December."</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</li> <li>– "I like teaching technology."</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</li> <li>– "We will start the program in 10 minutes."</li> </ul>	<ul style="list-style-type: none"> <li>• Promiser 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>• Add new options to existing options for consideration before deciding</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>• Choose from available options using previously agreed selection criteria</li> </ul>	<ul style="list-style-type: none"> <li>• Decision Rules</li> </ul>

