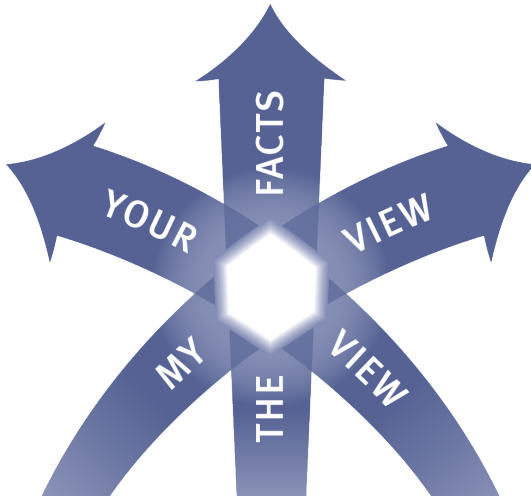




The Intersection



View = Purposes Concerns & Circumstances

Axioms of the Intersection

1. All humans have purposes (for), concerns (against), and circumstances (facts).
2. When people perceive you are unaware of or opposed to their purposes, concerns, and circumstances, they resist, producing waste.
3. When people perceive you are aware of and sensitive to their purposes, concerns, and circumstances, they communicate and collaborate, producing value.

The Conversation Meter



PRETENSE: The focus is on avoiding difficulty and not offering your view. The bioreactive impulse is to flee, freeze, and appease. There is a direct conflict between what you say in one situation and what you say in another (lying/withholding information).

SINCERITY: The focus is on “being right”. You “say what is on your mind” and defend your position from a place of thoughtless certainty. The bioreactive impulse is to fight and defend. You know you are in Sincerity if you are certain you are right and can’t understand why others don’t see the absolute wisdom of your ways.

ACCURACY: The focus is on revealing facts and comparing explanations for value. When you are being accurate, you recognize that your perception is not reality. Asking fact-based questions helps recover the cortex and shift out of bioreaction.

AUTHENTICITY: The focus is on clarifying essential purpose and revealing intersections for action. In authenticity, you demonstrate genuine appreciation for various views and factors, researching where they intersect for new insight and opportunity.