

PERSON

TOPIC

	Personal	Factual	Orienting
RED Light	<p>1 <i>Fighting</i></p> <ul style="list-style-type: none"> Attack/Blame Righteous question Sarcasm Self attack/defend Complaint 	<p>2 <i>Obscuring</i></p> <ul style="list-style-type: none"> Mind-reading Negative or positive prediction Gossip Joking around Thinking out loud Ritual 	<p>3 <i>Competing</i></p> <ul style="list-style-type: none"> Yes-But Discount Leading question Oughtitude Interrupt
YELLOW Light	<p>4 <i>Individualizing</i></p> <ul style="list-style-type: none"> Personal information current Personal information past Personal opinion/explanation Personal question 	<p>5 <i>Finding Facts</i></p> <ul style="list-style-type: none"> Facts & figures General information Narrow question Broad question 	<p>6 <i>Influencing</i></p> <ul style="list-style-type: none"> Opinion Proposal Command Impersonal reinforcement
GREEN Light	<p>7 <i>Resonating</i></p> <ul style="list-style-type: none"> Inner-feeling Feeling question Answer feeling question Mirror inner experience Affectionate joke Self assertion 	<p>8 <i>Responding</i></p> <ul style="list-style-type: none"> Answer question Clarify own answer (with data) Paraphrase Summarize Corrective feedback 	<p>9 <i>Integrating</i></p> <ul style="list-style-type: none"> Agreement Positives Build on other's ideas or experience Work joke

Silence, Laughter, Noise