




SAVI® Grid

System for Analyzing Verbal Interaction
CLASSIC

		PERSON	TOPIC	
		Personal 	Factual 	Orienting 
Red A V O I D A N C E	1 FIGHTING Attack/Blame Righteous Question Sarcasm Self Attack/Defend Complaint	2 OBSCURING Mind-Reading Negative or Positive Prediction Gossip Joking Around Thinking Out Loud Social Ritual	3 COMPETING Yes-But Discount Leading Question Oughtitude Interrupt	
	4 INDIVIDUALIZING Personal Information Current Personal Information Past Personal Opinion/Explanation Personal Question	5 FINDING FACTS Facts & Figures General Information Narrow Question Broad Question	6 INFLUENCING Opinion Proposal Command Social Reinforcement	
	7 RESONATING Inner Feeling Feeling Question Answer Feeling Question Mirror Inner Experience Affectionate Joke Self Assertion	8 RESPONDING Answer Question Clarify Own Answer (with data) Paraphrase Summarize Corrective Feedback	9 INTEGRATING Agreement Positives Build on Other's Ideas or Experience Work Joke	
Yellow C O N T I N G E N T	Silence, Laughter, Noise			

Silence, Laughter, Noise

Note: The Grid is intended to be used in conjunction with SAVI® training.
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