



SAVI® Grid

System for Analyzing Verbal Interaction

CLASSIC

PERSON

TOPIC

Personal



Factual



Orienting



Red

AVOIDANCE

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

Yellow

CONTINGENT

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

Green

APPROACH

7 RESONATING

Inner Feeling
Feeling Question
Answer Feeling Question
Mirror Inner Experience
Affectionate Joke
Self Assertion

8 RESPONDING

Answer Question
Clarify Own Answer
Paraphrase
Summarize
Corrective Feedback

9 INTEGRATING

Agreement
Positives
Build on Other's Ideas or Experience
Work Joke

Silence, Laughter, Noise

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

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