

	PERSON		TOPIC
	Personal		Factual
			Orienting
RED Light	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 Light	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 Light	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

Silence, Laughter, Noise