

# The Truth Option: The Bedrock of Intelligent Risk

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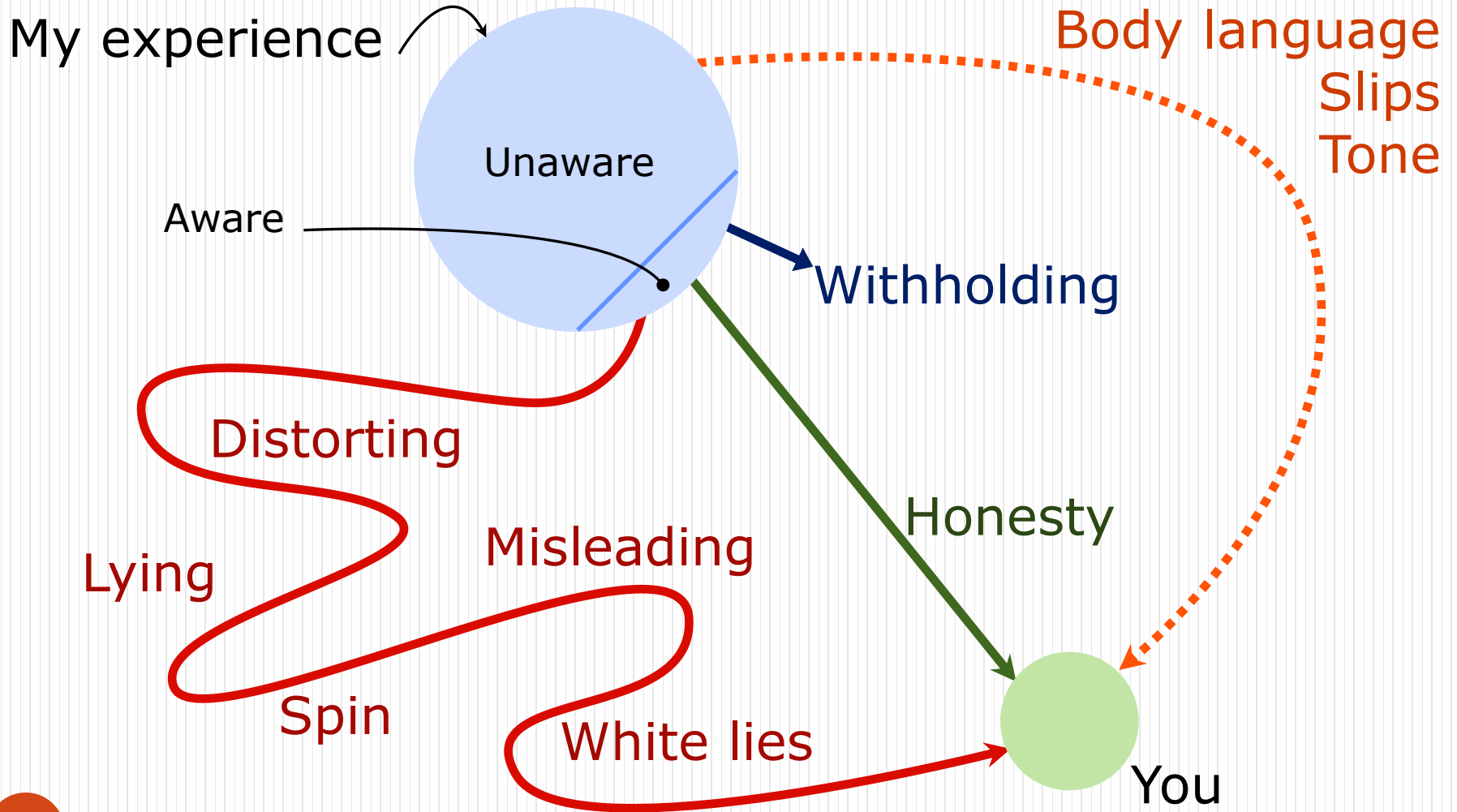
# The Truth Game: Interactive Learning

- Form groups of four or five
- Each person assumes one of the roles
- 10 minutes: Discuss the acquisition decision based on your role
- 10 minutes: Reveal roles and discuss outcomes in terms of truth and intelligent risk
- Large group discussion

# TRUTH: The Sum of our Personal Experiences



# OPENNESS: A Conscious & Unconscious Choice



# Our Unspoken Working Agreement

***“Please Lie to Me”***

*I won't...*

*...say what I'm really feeling if you won't say what you're really feeling.*

*...say what I want if you won't say what you want.*

*...question you if you won't question me.*

# Our Unspoken Working Agreement

***“Please Lie to Me”***

*I won't...*

*...say what I see if you won't say what you see.*

*...say what I'm thinking if you won't say what you're thinking.*

# Exercise

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TRUTH, TRUST, OPENNESS and INTELLIGENT RISK

Assess yourself

# I Pretend .....

- to trust people who I don't*
- to listen to people when I'm not*
- to respect certain people when I don't*
- to agree when I don't*
- I don't have to be right or get my way*
- to be patient*
- I want to be collaborative*
- I'm not feeling critical*



# I Pretend .....

- not to be frustrated when I am*
- to know what I am doing when I don't*
- not to be afraid when I am*
- I don't want more recognition*
- to want other people's opinions*
- I have things under control*
- I want feedback*
- to say what I think and feel*

# Is there one '*I Pretend*' statement YOU can abandon?

- Which statement represents the greatest impediment to engaging in intelligent risk taking?
- Which would be the easiest to give up?
- Which would be the most difficult to give up?
- What would be the worst thing that could happen if you did?

# Tools for Improving Truthful Conversations

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TRUTH, TRUST, OPENNESS and INTELLIGENT RISK

# Levels of Listening

-1	UNAWARE	I DO NOT NOTICE YOU
0	AVOIDING	I AM AWARE YOU WANT TO TELL ME SOMETHING BUT I DO NOT WANT TO LISTEN
1	NO, YOU ARE ...	... WRONG
2	YOU SHOULDN'T FEEL THAT WAY ...	... YOU SHOULD NOT BE UPSET
3	LET ME TELL YOU ...	... HOW IT REALLY IS
4	TELL ME MORE	HELP ME UNDERSTAND ...
5	WHAT I HEAR YOU SAYING (FEELING) IS ...	... YOU ARE ANGRY BECAUSE I DO NOT ACKNOWLEDGE YOUR WORK

# Levels of Openness

-1	UNAWARE	I AM NOT AWARE OF MY EXPERIENCE
0	WITHHOLDING	I AM AWARE BUT I WILL NOT TELL YOU
1	YOU ARE ...	... A JERK
2	TOWARDS YOU I FEEL ...	... DISLIKE
3	BECAUSE YOU ...	... DO NOT RECOGNIZE MY WORK
4	I IMAGINE YOU FEEL I AM ....	... INCOMPETENT
5	I FEAR I AM ...	... INCOMPETENT

# Telling My Truth ...

- REQUIRES:
  - Self-Awareness
  - Courage
  
- IS ABOUT:
  - Feelings
  - What I want
  - Why (if needed)

# More information



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