



AWAKEN YOUR EXPERIENTIAL INTELLIGENCE (EI) THINKING YOUR VBC'S® JUDGEMENT PATTERNS RESPONSE REPORT

Response Report
Page 10

Six Thinking Hats – Edward De Bono

ENTER YOUR CHOOSING/RANKING NUMBERS BELOW
THAT YOU RECORDED ON YOUR 4 COMPLETED SWPS PORTRAITS
LEFT TO RIGHT ORDER 1, 2, 3, 4 BELOW.

4 OUT OF 7 SWPS™ SERIES CHOICES:

SWPS# 2 SWPS# 3 SWPS# 4 SWPS# 6

4 CHOSEN
SWPS
PORTRAIT
#s

2
3
4
6

SUMMATION
BOX (SB's)
#s RANKING

1
2
3
4

4
3
2
6

4 CHOSEN
SWPS
PORTRAIT
#s

2
3
4
6

CONCLUSION
BOX (CB's)
#s RANKING

1
2
3
4

4
3
2
6

RANK YOUR 4 SWPS CHOICES

4 CHOSEN
SWPS
PORTRAIT
#s

2
3
4
6

SWPS
PORTRAIT
#s RANKING

1
2
3
4

4
3
2
6

EI TRANSFORMS REASONING HABITS

This new method of thinking, "2D <=> 3D perspective shifting," and whole-left-right-complete-brain anatomy engagement - reveals insights as you record both obvious and hidden judgments. Ultimately, you're using your personal legacy of VALUES BELIEFS CONVICTIONS® (VBC's) that influence and define all aspects of your daily identity to complete this SWPS Series Response Report which will enable you to recognize your thinking patterns.

Use your EI Choose-Rank-Reasons-Record-Retain (CR4™) pattern-revealing report to communicate multiple dimensions of meaningful feedback. Articulate new or evolved questions and possible unforeseen answers/solutions, as this SWPS™ series prompts you.

NAME (optional): WM

AFFILIATION (optional): _____

OUR VISION: AN ONLINE SWPS™ PATTERN MATCHUP CENTER

Let's use AI to discover ways to meet humanity's needs and provide fulfillment. Together we can compel Change Agents and Influencers to build an online space where SWPS™ are correlated and matched-up by a beneficially focused algorithm. The possibilities for improving mental health at all ages of life are endless and may build an exciting new frontier of hope, positivity, and unity.

Yes! This SWPS™ series created motivation for me to impact social media/digital tech's future development. I am sending my CR4™ response report & my selected 4 SWPS™ with my feedback/suggestions to the email below.

INFO@EIB4AI.COM

EXPERIENTIAL INTELLIGENCE (EI)

EI is your VALUES BELIEFS CONVICTIONS® (VBC's®) personal legacy of a "Senses Driven" ability to perceive & interpret everything you encounter 24/7, your whole life. The SWPS™ 7 Series choose & rank thinking tool provides a comprehensional leap forward in better understanding the influences of life's EI transitional power, along with the manipulative power on our minds of 2 distinctive and interactive EI realities.

(1) The constant autonomic (unnoticed) perspective shifting with 2D<=>3D perception and interpreted meaning of any digital or printed image.

(2) The merging of human cognitive (intentional) Q&A thought and reasoning with AI generated Q&A programmed "thought" that creates our thinking identity.

SIX THINKING HATS

"The main difficulty of thinking is confusion" writes Edward De Bono, recognized as the foremost international authority on conceptual thinking and on the teaching of thinking as a skill. "We try to do too much at once. Emotions, information, logic, hope, and creativity all crowd in on us." The solution? De Bono unscrambles the thinking process with his "Six Thinking Hats". He reveals the often surprising ways in which deliberate role-playing - applied as a game with rules - can often make you a better thinker. His book "Six Thinking Hats" is an instructive and inspiring text for anyone who makes decisions, in life or in business.

HOW TO COMPLETE A SWPS™ SERIES

chose 2,3,4,6
REASONS/NOTES

CHOOSE 4 SWPS PORTRAITS

Skim/read the statements positioned around the RTH thinking head clockwise, 1,2,3,4 (or 1-8). Then scan the content in the Summation Boxes (SB) and Conclusion Boxes (CB) on each SWPS Portrait. Review all 7 SWPS Portraits in this series. Choose your 4 favorite SWPS Portraits and note this in the upper right hand corner of your chosen SWPS Portraits. 1st "✓" here to CHOOSE this SWPS ____

What new interpretive EI/VBC's insights have appeared? Write what you deem important on the feedback lines at the bottom of each chosen SWPS portrait.

EI/VBC's Judgement Insights:

Now **RANK** the 4 Summation Boxes (SB) on the 4 SWPS Portraits you chose.

Rank this Summation Box: 1 4 2 3 3 2 4 6

Was it more EI self-awareness satisfying NOW to use your evolved complete brain focus as you rank your 4 chosen SWPS Portraits, 1-4, of this series?

Rank given to this SWPS:

4 2 2 3 6 4 3

Now **RANK** the 4 Conclusion Boxes (CB) on the 4 SWPS Portraits you chose.

Rank this Conclusion Box: 1 2 2 4 3 6 4 3

RECORD/RETAIN

Now **RECORD** the choosing/ranking numbers (#'s) from completing this SWPS Series on the Response Report (page 10). **RETAIN** your 4 chosen SWPS Portraits and Response Report for future reviews to enhance your life success and satisfaction.



SHARE your recorded EI/VBC's Judgement pattern report with others. Email your 4 SWPS and Response Report with your comments to

INFO@EIB4AI.COM

TAKE A MINUTE TO REFLECT

Were you aware of any 2D<=>3D mental "intentional" shifting as you read the RTH Thinking Head statements? Can you recognize if you engaged your whole brain to choose your 4 SWPS Portraits? Were you aware of your EI/VBC's Judgements forming in your thoughts? Did your reasoning go from left brain to right brain and back and forth as you ranked the SB's 1-4, CB's 1-4, on your 4 chosen SWPS?

Go to **www.EIB4AI.com/NOWWHAT** for further uses and suggestions.

Shared Wisdom Patterns Snapshots™ (SWPS™ #4)

Six Thinking Hats – Edward De Bono

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS _____

1 ____ 2 ____ 3 ____ 4 ____

Rank this Summation Box: 1 ____ 2 ____ 3 ____ 4 ____

SUMMATION BOX (SB):

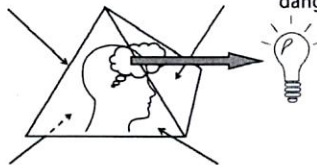
Too often the facts and figures are embedded in an argument. The facts are used for some objective purpose rather than presented as facts. Facts and figures can never be treated objectively when put forward as part of an argument. Unfortunately, Western thinking, with its argument habits, prefers to give a conclusion first and then bring in the facts to support that conclusion. In contrast, in the mapmaking type of thinking that I am advocating, we have to make the map first then choose the route.

Book
Pages
27, 47, 89,
115, 145,
170, 171,
172, 173

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. The White Hat - can you role-play being a computer? Just give the facts in a neutral and objective manner. Never mind the interpretation: just the facts, please. What are the facts in this matter? The Red Hat - think of fire. Think of feelings. Using the Red Hat gives you an opportunity to express feelings, emotions, and intuition without any need to explain or justify them.

2. The Black Hat - is the most used of all the hats. The Black Hat is perhaps the most important hat. The Black Hat is the habit of caution. The Black Hat is for being careful. The Black Hat stops us doing things that are illegal, dangerous, unprofitable, polluting, and so on. The Black Hat is the habit of survival. The Yellow Hat - a thinker can deliberately set out to find whatever benefit there may be in a suggestion. The Yellow Hat is a harder hat to wear than the Black Hat. There is a natural mechanism in the brain that helps us avoid dangers. There is no such mechanism for the Yellow Hat. We need to develop "value sensitivity". That means being as sensitive to values as we already are sensitive to danger. That is a habit that takes practice to be developed.



4. One of the most striking things about the use of the Six Hats Method is that decisions seem to make themselves. When you come to the final Blue Hat, the decision is often obvious to everyone present. If it is not possible to make a decision, then the final Blue Hat should lay out why it is not possible because there may be a need for more information. There may be different values that cannot be reconciled. So the final Blue Hat can define a new thinking focus. The new focus can then become the task of a new thinking session.

3. The Green Hat is the energy hat. Under the Green Hat we put forward new ideas. Under the Green Hat we lay out options and alternatives. These include both the obvious alternatives and fresh ones. Under the Green Hat we seek to modify and improve suggested ideas. The Blue Hat is like the conductor that gets the best out of the orchestra by seeing that what should be done is done at the right time. It is under the initial Blue Hat that the agenda or sequence of the use of the other hats is laid out. The Blue Hat sets the thinking strategy. During the session the Blue Hat keeps the discipline and ensures that people keep their relevant hat. At the end of the session the Blue Hat asks for the outcome. This may be in the form of a summary, a conclusion, a decision, a solution, and so on. Under the final Blue Hat the next steps can be laid out.

Rank this Conclusion Box: 1 ____ 2 ____ 3 ____ 4 ____

CONCLUSION BOX (CB):

The biggest enemy of thinking is complexity, for that leads to confusion. Instead of having to take care of emotions, logic, information, and creativity all at the same time, the thinker is able to deal with them separately. The Six Thinking Hats concept allows us a switch in thinking. It is obvious that the idiom will be most useful if all the people in an organization are aware of the rules of the game. The concept works best when it has become a sort of common language.

Book
Pages
27, 47, 89,
115, 145,
170, 171,
172, 173

I like De Bono's point that Western Business thinking - with its argument habits - prefers a conclusion first - then bring in the facts to support the conclusion - De Bono believes you make "the map" of the situation with its facts and figures etc. Then you chose the route. I just do not believe advancing AI technology will allow that process to happen.

Shared Wisdom Patterns Snapshots™ (SWPS™ #2)

Six Thinking Hats – Edward De Bono

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

1st "✓" here to CHOOSE this SWPS ___

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

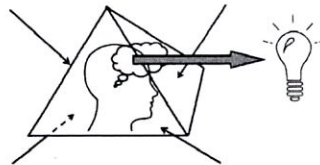
The Six Hats method follows the Confucian approach rather than the analytical or Freudian one. The rules of behavior are laid out. You follow the rules. By going straight to behavior, the Six Hats Method is much more acceptable and effective and quick than methods that set out to change personalities. Getting people to "play the game" is a very powerful form of changing behavior. The results of using the Six Hats Method have been increasingly clear and fall into four broad categories that are summarized here.

Book
Pages
8,9,10
11,12

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. With the Six Hat Method, the intelligence, experience, and knowledge of all the members of the group are fully used. Everyone is looking and working in the same direction. Focusing the mental ability of many people on a problem can more easily solve that problem.

2. From every side there are reports of how much quicker meetings become when the Six Hats are used. Meetings take half the time. Meetings take 1/3 or quarter of the time. With parallel thinking, every thinker at every moment is looking in the same direction. The thoughts are laid out in parallel. You do not respond to what the last person has said. You simply add another idea in parallel. In the end, the subject is fully explored quickly.



4. One thing at a time - confusion is the biggest enemy of good thinking. We try to do too many things at the same time. We look for information. We are affected by feelings. We seek new ideas and opinions. We have to be cautious. We want to find benefits. Those are a lot of things that need doing. With the Six Hats Thinking - we do one thing at a time and in the end the full picture emerges.

3. Perhaps the biggest obstacle too quick thinking is the ego. Thinking is used to attack and put down other people. Thinking is used to get your own way. Thinking is used to show other people how clever you are. Confrontational and adversarial thinking exacerbate the ego problem. With the Six Hats Method you exert your ego by performing well as a thinker under each of the hats.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

The brain is sensitized to look for danger and sensitized to seek benefits through a different chemical setting. You cannot be sensitized in different directions at the same time, so when we set out to do all aspects of thinking at the same moment, we are going to be sub optimal on all of them. When the Six Hat Method is used, the advantages soon become clear. Instead of rambling, ego-driven meetings, meetings are now constructive, productive and much faster.

Book
Pages
8,9,10
11,12

I wonder if human organizations can truly establish and follow (a leader/manager) enforcing Gained EI/VBC's insights: the rules to lead our democracy. Republicans cannot work together using this Six Hats process. I have concern how our younger generations or older generations can succeed with the Six Thinking Hats approach on a video network like Zoom or other such connective virtual meeting methods. But the results would be great.

Shared Wisdom Patterns Snapshots™ (SWPS™ #6)

Six Thinking Hats – Edward De Bono

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

1st "✓" here to CHOOSE this SWPS ___

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

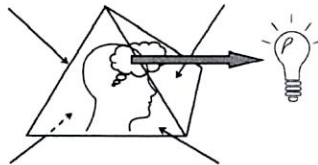
So how do we treat intuition and feeling? First of all we give them legitimacy with Red Hat thinking. The Red Hat permits us to ask for feelings and also to express them as a proper part of thinking. Perhaps emotions and intuition should have separate hats, that would only complicate matters. I believe it is possible to treat them together under the headings of "feelings" even though their natures are different.

Book
Pages
56, 57,
58, 59,

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. Intuition can be used in the sense of a sudden insight. This means that something which was perceived in one way is suddenly perceived in another. This may result in creativity, scientific discovery, or a mathematical leap forward.

2. Another use of the word intuition is the immediate apprehension or understanding of the situation. It is the result of complex judgement based on experience - a judgement that probably cannot be itemized, even expressed in words.



4. Intuition can also be handled on a "win some, lose some" basis. Intuition may not always be right, but if it has been right more often than wrong, then the overall result will be positive.

3. Intuition, a hunch and feeling are close. A hunch is a hypothesis based on intuition. Feelings can range from a sort of aesthetic feeling (almost a matter of taste) to a defined judgement.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

Where do intuition and opinion meet? We have seen that the White Thinking Hat does not permit the expression of opinion (though it may permit reporting the expressed opinion of others). This is because opinion is based on judgement, interpretation, and intuition. The balance may be on the side of the judgement of known facts or on the side of feeling based on unknown factors. When the Red Hat is used, it is best to express an opinion as a feeling.

Book
Pages
56, 57,
58, 59,

Always intuition and feeling. Can the "Red hat" of De Bono's Book Six Hat Wisdom be clearly defined with this method of Meeting/Team feedback. Will team members already believe they have the solutions or action to take - and find this Six hat process to time wasting & spinning ones times with the objectives?

Shared Wisdom Patterns Snapshots™ (SWPS™ #3)

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS _____

Six Thinking Hats – Edward De Bono

1 ___ 2 ___ 3 ___ 4 ✓

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

Each of the six thinking hats has a color: white, red, black, yellow, green, blue. The color provides the name of the hats. Visualize and imagine the hats as actual hats. For this to happen color is important. Different shapes would again be difficult to learn and would be confusing. Color makes the imaging easier. The color of each hat is also related to its function.

Book
Pages
13-14

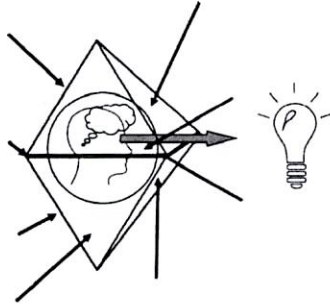
Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. White Hat - white is neutral and objective. The white hat is concerned with objective facts and figures.

2. Red Hat - red suggests anger (seeing red), rage and emotions. The Red Hat gives the emotional view.

8. You can view the 6 hats as 3 sets of pairs. Each pair of hats represent the polar opposites of specific thinking directions. For instance - white and red, black and yellow, green and blue.

7. If you remember the color and associations of each hat, remembering the function of the hat will then follow.



3. Black Hat - black is somber and serious. The Black Hat is cautious and careful. It points out the weakness in an idea.

4. Yellow Hat - yellow is sunny and . The Yellow Hat is optimistic and covers hope and positive thinking.

6. Blue Hat - blue is cool, and it is also the color of the sky, which is above everything else. The Blue Hat is concerned with control, the organization of the thinking process and the use of the other hats.

5. Green Hat - green as grass, vegetation and abundant, fertile growth. The Green Hat indicates creativity and new ideas.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

In practice the hats are always referred to by their color and never by their function. There is a good reason for this. If you ask somebody to give his or her emotional reaction to something, you are unlikely to get an honest answer because people think it is wrong to be emotional. The neutrality of the colors allows the hats to be used without embarrassment. Thinking becomes a game with defined rules rather than a matter of exhortation and condemnation.

Book
Pages
13-14

Gained EI/VBCs insights:

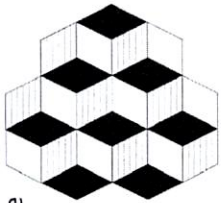
It would be great to enlarge this portrait
holopics of the Bono book content. So every
person - in person or virtual
at a meeting could have easily accessible and
understandable - a format to follow. De Bono
states some solid credible points to why
this Meeting all participants contributing process
could get excellent results.



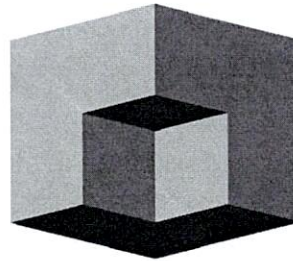
Ready to evolve your reasoning habits in a way that enhances the benefits of using your Experiential Intelligence?

Connect with your self awareness to gain perspectives of your comprehension skills from whole brain, left brain, right brain that evolves complete brain thinking.

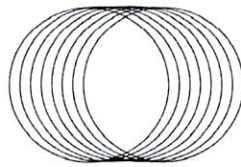
Automatic Shifting Autonomous Reasoning



Black and White Cubes:
The figure reverses so that either 6 or 7 cubes are perceived.
(Sensation + Perception Page 321 Figure 17.15b Schiffman)



With continued inspection, the 2D drawing shifts from a cube with a corner missing to a cube in the corner. (Source unknown)



Series of Rings: Either end of the series of rings may be seen at the near or far end of a tube.
(Sensation + Perception Pg 321, Fig 17.15d Schiffman)

Friendly tip: Turn this page 90° to the right to enable quicker shifting.

Intentional Shifting Rational/Intuitive Reasoning

SUMMATION BOX (SB):

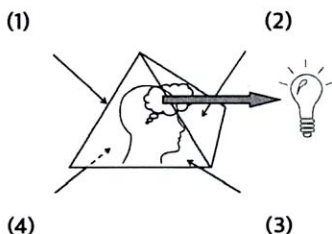
An introduction to the book's hotspot of the author's shared knowledge.

Reference
Book's
Pages

Read statements related to the hotspot topic clockwise, as they go around the 2D<=>3D RTH encapsulated thinking head.

4-sided RTH

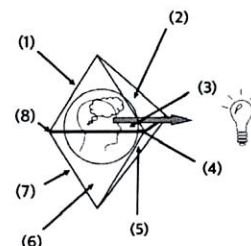
Thinking Head Commentary Collective



The RTH Thinking Head Commentary Collective (4 or 8 sided) transcends 2D<=>3D "this or that" perception habits and escalates a complete brain understanding for viewing. The SB and CB components of the SPWS Portrait allow a left to right brain - back and forth shifting.

8-sided RTH

Thinking Head Commentary Collective



CONCLUSION BOX (CB):

Insights that add guidance to take action or a decision making process.

Reference
Book's
Pages

Retain these "Complete Brain" insights of awareness-shifting as you choose/rank your 4 chosen SWPS™.

Shared Wisdom Patterns Snapshots™ (SWPS™ #1)

1st "✓" here to CHOOSE this SWPS _____

Six Thinking Hats – Edward De Bono

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

In traditional thinking, if two people disagree, there is an argument in which each tries to prove the other party wrong. In parallel thinking, both views, no matter how contradictory, are put down in parallel. If, later on, it is essential to choose between the different positions, then an attempt to choose is made at that point. If the choice cannot be made, then the design has to cover both possibilities. At all times the emphasis is on designing a way forward.

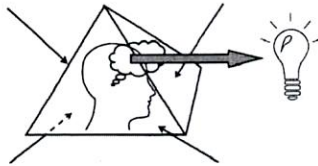
Book
Pages
4 - 5

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. The essence of parallel thinking is that at any moment everyone is looking in the same direction - but the direction can be changed. Just like looking to the north or to the east.

2. We need some direction labels for thinking. What are the different directions in which thinkers can be invited to look? This is where the hats come in.

THE SWPS
SERIES - A
NEW EVOLUTION



NOT
CHOSEN

4. Although physical hats are sometimes used, the hats are usually imaginary. Posters of the hats on the walls of meeting rooms often are used, as a reminder of the directions - this complements learning the rules of the game - facilitating that every participant in the "Six Hats Game" can be looking in the same direction.

3. In many cultures there is already a strong association between thinking and "thinking hats" or "thinking caps". The value of a hat as a symbol is that it indicates a role. People are said to be wearing a certain hat. Also it can be put on or taken off with ease. A Hat is also visible to everyone around.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

There are six colored hats corresponding to the six directions of thinking: white, red, black, yellow, green, blue.

Book
Pages
4 - 5

Gained EI/VBC's insights: _____

Shared Wisdom Patterns Snapshots™ (SWPS™ #5)

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS _____

Six Thinking Hats – Edward De Bono

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

The hats can also be used one after the other in a certain sequence. Any hat can be used as often as you like. There is no need to use every hat. Sequence may be made up of two, three, or four or more hats. There are two broad types of sequence: evolving and pre-set. With the evolving sequence - you or the facilitator choose the first hat. When that hat is completed, the next hat is chosen, and so on. I would not recommend this method unless you are experienced in using the Six Hats Method, it is better to stick to preset sequences. A preset sequence is set up at the beginning of the meeting, under an initial Blue Hat. Sequence is laid out in advance and then followed. Minor variations are permitted, depending on output.

Book
Pages
18, 19,
20, 22

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. Discipline is very important. Members of the group must stay with the hat that is indicated at any moment. A member of the group is not permitted to say: "I want to put on my Black Hat here." That would mean going back to the usual argument mode.

2. Timing - how much time should be allowed under each hat? I prefer to set a short time. That forces people to concentrate on what they are trying to do and reduces aimless waffling. I would normally allow one minute per person present. If genuine ideas are still being put forward after that time, I would extend the time.



4. A Blue Hat should always be used both at the beginning and the end of the session - like two bookends, the first Blue Hat indicates why we are here, what we are thinking about, the definition of the situation (or problem), alternative definitions. The final Blue Hat indicates what we have achieved, outcome, conclusion, design solution, and next steps.

3. Guidelines - there is no one right sequence to follow. Any sequence of hats that makes sense to you will work. Some sequences are appropriate for exploration, some for problem-solving, some for dispute settlement, some for decision-making, and so forth.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

Most striking benefits of the Six Hat Method are seen in group discussions or conversations. The hats may also be used by an individual thinking on his or her own. The sequence framework reduces confusion and ensures that all aspects are fully covered. Hats may also be used in reports of other communications. Again this allows every aspect to be covered. In a report, the framework also allows all "caution" aspects to be put forward without causing offense.

Book
Pages
18, 19,
20, 22

Gained EI/VBC's insights: _____

Shared Wisdom Patterns Snapshots™ (SWPS™ #7)

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS _____

Six Thinking Hats – Edward De Bono

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

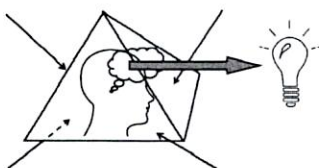
Directions not descriptions. It is very important to note that the hats are directions and not descriptions of what has happened. It is not the matter of everyone saying what they like and the hats being used to describe what has been said. It is a matter of setting out to think in a specific Six Hat color direction.

Book
Pages
5 - 6

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. "Let's have some White Hat thinking here" means a deliberate focus on information. Everyone now tries to think of information that is available, information that is needed, questions to be asked, other ways of getting information and so on.

2. The term Black Hat describes thinking that seems to be cautious and seems to point out possible difficulties.



NOT
CHOSEN

4. The Yellow Hat gives directions to think about (benefits, values and so forth).

3. "I want your Red Hat on this" is a specific request for feelings, intuition and emotions on a particular issue.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

It is extremely important to appreciate the difference between description and direction. A description is concerned with what has happened. Direction is concerned with what is about to happen. "I want you to look to the East" is very different from "you have been looking to the East".

Book
Pages
5 - 6

Gained EI/VBC's insights: _____

