

SAVI® – System for Analyzing Verbal Interaction

Introduction to SAVI 23 & 24 November + SAVI in Meetings 25 November 2017. Bucharest, Romania

What is SAVI?

SAVI® (System for Analyzing Verbal Interaction) is a practical, theory-based tool, created by Yvonne Agazarian & Anita Simon. The instrument can be used to diagnose and create more productive & satisfying conversations, in personal & professional contexts.

Who is this for?

- Entrepreneurs, leaders, those working in organisations, coaches, consultants
- Trainers, educators, therapists
- Anyone wanting to improve their communication skills
- Curious people

What will I learn?

The 23rd & 24th November are to learn the nuts and bolts of SAVI. They will also refresh & deepen skills for those who've already done some SAVI. We will:

- Explore through the SAVI lens **why some conversations flow & others get stuck**
- Discover ways to **reduce 'noise'** so more information gets heard & **problems are solved more easily**
- Try out **new verbal behaviours to build our teams, groups, relationships & organisations**

The 25th November will **develop your SAVI muscle** focusing on **participating in meetings effectively** with role play and opportunities to observe and shift stuck patterns. This third day can also serve as a refresher for those with previous SAVI training.

Fees: Introduction to SAVI, 23 & 24 November: Early Bird €260 until 16 September; then €340

Introduction to SAVI, 23 & 24 November + SAVI Meetings 25 November: Early Bird €340 until 16 September; then €480

Registration: Please register at <http://www.comunicareesentiala.ro/savi2/>

Questions: carmen.butcaru@gmail.com; rdavis@rdaconsulting.net

SAVI® Grid CLASSIC
System for Analyzing Verbal Interaction

	PERSON			TOPIC		
	Personal (P)	Factual (T)	Orienting (S)	Personal (P)	Factual (T)	Orienting (S)
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 (with data) 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. Taken out of context, the content of the Grid may be ambiguous, confusing, or misleading. SAVI® is a registered trademark of Yvonne Agazarian, Claudia Byram, Frances Carter, and Anita Simon. Copyright © 2011 Simon & Agazarian.