



# 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

Developed by Yvonne Agazarian and Anita Simon.

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

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