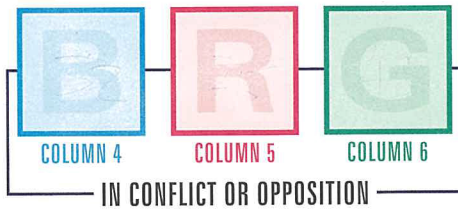


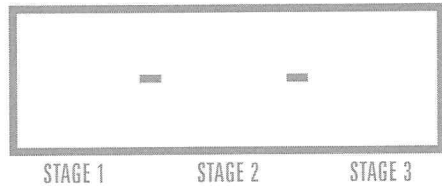
Your Conflict Sequence™

Your Conflict Sequence indicates changes in motivation and related behavior when faced with conflict and opposition. There are thirteen possible Conflict Sequences based on the order of the conflict totals.



1. Copy Your Conflict Totals

In the boxes on the left, enter your three conflict totals.

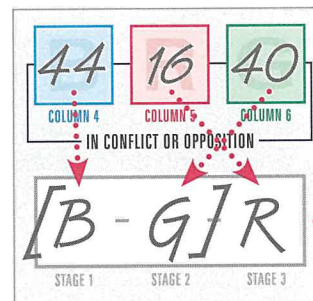


2. Determine Your Sequence

In the spaces on the left, write a “B,” “R,” and “G” in the order of your totals from highest to lowest. If any of your totals are six points or less apart, draw brackets around those letters. *See example below.*

Your Conflict Sequence is a predictable and sequential change in motivation when faced with conflict or opposition. Conflict has three progressively serious stages and can be resolved at any point during the sequence. Letters within brackets suggest that your response during the bracketed stages can be blended or interchangeable.

Your Conflict Sequence can also be determined by the location of your “arrowhead” on the triangle.



Preventing Conflict

Much of the interpersonal conflict people experience on a daily basis is preventable. While preventing conflict takes work, avoiding or ignoring conflict can cause damage to your relationships. Awareness of your own Motivational Value System and how it may differ from others is crucial to your ability to prevent conflict. When you deliberately relate to people in a way that respects their motivations, you increase the chance that conflict will be prevented.

Preventable conflict may be generated by overdoing one of your strengths.

You will also find “things to be on guard against” which suggests some strategies for conflict prevention.

INTERNAL EXPERIENCE IN CONFLICT

Conflict Stage	Focus is on:	BLUE	RED	GREEN
Stage 1	Self Problem Other	Simply being accommodating to the needs of others.	Simply rising to the challenge being offered.	Simply being prudently cautious.
Stage 2	Self Problem Other	Giving in and letting the opposition have its way.	Having to fight off the opposition.	Trying to escape from the opposition.
Stage 3	Self Problem Other	Having been completely defeated.	Having to fight for one's life.	Having to retreat completely.