

Speech acts

DECLARATIONS

Declarations, are speech acts that are not dependent on existing realities.

Declarations stand on nothing, and bring a new world into existence.

Declarations create new worlds.

There are two prerequisites for making an authentic declaration:

Authority

Capacity

A declaration creates a new possibility from nothing.

Promises and requests are tools, that can bring a possibility into reality.

Without promises and requests, your declarations aren't.

Wishful or delusional thinking, occur when one attempts to declare something into existence, for which one has no authority or capacity to do so. This is also called, a pipe dream.

Every decision is a declaration.

Declarations impact moods (Automatic assessments) which influence declarations.

Moods, come to events. Emotions, come about as a result of events.

Moods and emotions, both influence a predisposition for action or inaction.

Inner stances are declared into existence. (Come from).

Contexts are declared into existence. (Background environment that allows for).

Contexts, are not physical but they are real. They are the environment in which something occurs.

Mindsets, are sets of attitudes, that are ultimately subject to context. (Foreground).

Companies, organizations, and people are declared into being. (Existence).

Companies and organizations are essentially a network of conversations/ commitments, driven by a shared purpose. The more sincere the commitments, the more powerful the company/organization.

Companies and organizations are built and maintained through sincere conversations.



Declarations Do Four Things:

1. Initiate or start. Examples:

- a. **We the Board of Directors** – brings into being a new possibility.
- b. **From this day forward we will** – creates a new way of doing things.
- c. **Starting tomorrow I will** – sets a new direction.
- d. **I don't know** – creates an opportunity for learning to occur.
- e. **No more television after 10 p.m.** – sets a new context for life at home.
- f. **You're hired** – initiates employment.
- g. **This is not working** – declares a breakdown into existence.
- h. **I love you** – creates a context for caring.

2. Close or conclude. Examples:

- a. **This meeting is now adjourned** –finishes the meeting.
- b. **Our relationship is over** – ends the relationship.
- c. **I apologize** – acknowledges a mistake. Opens a new chapter.
- d. **I forgive you** – ends resentment. Opens a new possibility for a relationship.
- e. **Thank you** – demonstrates gratitude. Closes a commitment cycle.
- f. **It's done** – finished. Nothing else is required. No more.
- g. **You're fired** – ends employment.
- h. **This ends now** – no longer will something be tolerated.

3. Resolve. Examples:

- a. **Yes** – opens up possibilities.
- b. **No** – shuts down possibilities.
- c. **We the jury find the defendant** – decides the question of guilt.

4. Evaluate. Examples:

- a. Right/Wrong
- b. Good/Bad
- c. Winner/Loser
- d. Arrogant
- e. Great
- f. Competent
- g. Fit
- h. Useful/Useless



Nine Key Declarations:

1. **Yes** – 1 set of possibilities opens, while another closes.
2. **No** – 1 set of possibilities closes, while another opens.
3. **I don't know** – required first step of learning.
4. **I apologize** – acknowledges broken commitments and past mistakes linguistically.
5. **I forgive you** – allows a chapter to close and another one to open.
6. **Thank you** – acknowledges the contribution or kindness of another.
7. **I love you** – is an act of relationship building. It's not conveying information.
8. **I AM** – who we say we are in the world. Our inner stance. Primary or root declaration.
9. **This is not working** – indicates a breakdown. An interruption in the fulfilling of a commitment.

More About Declarations:

Two people can declare the same thing, but what matters, is who has the power (authority and capacity) to do so.

Standards

Declarations that create, what will be and what will not be tolerated.

Standards are revealed by assessments. (Judgments, Opinions, Beliefs).

You always have the authority to declare an inner stance to come from in life.
It is vital to make a primary declaration about who you are, and who you are not.

All countries, companies, and organizations, are declared into being.

What traps people, is a primary declaration, that won't be owned and dropped.
Declarations are either valid or invalid. (Leader or lunatic).



ASSERTIONS

Assertions, are speech acts that are either true or false.

Assertions, are specific types of declarations, that are the least generative.

Assertions have to do with the past and/or present. (World to Word fit).

Assertions can be verified by an independent third party.

Assertions belong to the thing being observed. Just, what is so.

Assertions, are the facts of life.

If you make a bunch of false assertions, you will generate the public identity of a liar.

If the majority of your assertions are true, you will generate the public identity of a creditable person, who can be counted on.

Examples:

- a. Simon is a man.
- b. Maurice is 6 feet tall.
- c. Kristof weighs 190 pounds.
- d. Nils collected 1 million euros last year.
- e. The temperature is 75 degrees Fahrenheit.
- f. Michel has a Range Rover.
- g. Elsbeth has 3 children.
- h. Mark can pick up a 5,000 pound weight.
- i. Carmen can run 10 miles in an hour.



ASSESSMENTS

Assessments, are opinions, judgments, and/or beliefs.

Assessments can be extremely generative. (Word to World fit).

Assessments can either be grounded or ungrounded.

Assessments have to do with the future.

Assessments can't be proved by an independent third party.

It is irresponsible to speak of an assessment, as if it were an assertion.

Assessments say more about the observer, than the thing being observed.

Grounded assessments

Are backed up with assertions, experience, and standards.

Ungrounded assessments

Are backed up by nothing.

Are usually useless.

Make a bunch of ungrounded assessments over time, and you will generate the public identity of flaky or delusional.

Make a bunch of grounded assessments over time, and you will generate the public identity of competent.

Examples:

- a. Tommy will do great.
- b. Joyce is tall.
- c. Our company will double in size next year.
- d. Brad is a loser.
- e. Anita is a highly competent doctor.
- f. Ferda is a winner.



REQUESTS

We do, what we do, through others.

You make requests, to disrupt an undesired default future.

To speak, is to act. If Veronique makes a request, and Don says yes, a promise has been created.

When you make a request, you are shifting who you are in the world.

To not make requests and offers, is to not actively participate in designing your life.

Requests, are highly generative speech acts. What they generate, are promises.

When you make a request that is accepted, you are putting into motion real events.

Promises and requests, are the actions that drive execution.

Requests can be:

1. Accepted
2. Declined
3. Counter-offered
4. Commit to commit

Elements of effective requests:

Committed Speaker

Takes responsibility for producing a committed listener. Speaks powerfully.

Utilizes silence, when appropriate. No nonsense. Doesn't make half-ass requests. Does what's required, to generate attention. Speaks into concerns.

Committed Listener

Present and aware. Not actively engaged in something else.

Condition(s) of Satisfaction

Tell the listener what you want them to do. Communicate what your standards are. Vagueness, is a killer. Clear, on shared understanding. Apply rigor, to being specific.



Time Frame

Date and exact hour. Be specific. (2 p.m. Eastern Standard Time Tomorrow).

Get agreement. Be appropriate to the person being communicated to. "So, what is our agreement?"

Context

Speak, into your concerns. Speak, into their concerns. Communicate, why they're being asked.

What's the bigger picture?

Mood

Emotional state, that can be observed. Are they open, or distracted? Shared understanding and shared commitment. (The right conversation in the wrong mood, is the wrong conversation.)

OFFERS

An offer is to put forth an opportunity, to either be accepted or rejected. It is usually sourced from a business context.



PROMISES

Promises, commitments, and agreements, are directly connected to relationships, public identity, effectiveness, finances, and well-being.

Anytime someone “sincerely” says yes to a request, a promise is created.

Anytime someone “insincerely” says yes to a request, a lie is created.

Managing promises, is an act of relationship building.

Manage promises, not time.

Being able to say no, means being able to design your life.

Insincere promise

Making a promise, in order to get approval or acceptance from others, without any interest in keeping the promise.

A promise, is a commitment, that if sincerely stated, alters the future.

A type of declaration, that organizes us to be in action, to produce a specific result.

A promise, is akin to taking a stand, for being responsible for an outcome.

MOODS

1. Emotional states, are sourced from automatic assessments. Moods, are predispositions (Tendencies) for action or inaction.

Examples of moods would include: ambition, regret, resentment, jealousy, apathy, excitement, confidence, happiness, boredom, concerned, worried, serene, readiness, anger, anxious, stressed, etc.

2. Moods are emotional states of an often chronic nature. They precede events.

Emotions are strong feelings, that are triggered by events.

GENERATIVE PRACTICE

A generative practice, is a conscious choice to create an inner stance, that can be utilized in whatever situation we find ourselves in.

It's a commitment to a way of existing in the world.

A specific practice, is an attempt to develop a particular skill, like typing or singing.

CAPACITY

Capacity, is the ability to make and fulfill promises.

