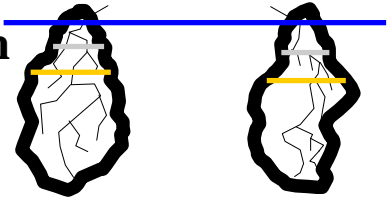


USEFUL REMINDERS about PreValidation



- All people make sense all of the time.
- “I don’t see the sense you are making—yet.”
- Two people never agree on all details on anything.
- “If two people are agreeing, you know one thing for sure. At least one of them is lying.”
This was said to me by a pair of vintage lovers about 10 years ago.
- Words have no meaning. People have meaning. People use words.
- A dictionary is a history book of how people have used words.
- “I heard what you said, but I am not clear how you are using that word. What does it mean to you.
- A person’s behavior makes sense before they start to explain it.
- No one can do anything that is not congruent for them. All humans are congruent—always.
- “You did something that seemed odd. I know it made sense to you. Please share what was going on for you that led you to do that.”
- “I’d love to hear why you did that.”
- “Of course you make sense. I’m just trying to grasp the sense you are making.”
- A person makes sense even if they don’t yet know their own sense. Become a good audience. Invite them to discover and share their sense.
- When they ask you “Why did you do that?” remember to respond with multiple reasons.
“Well, some of what led me to do that are this and that, and the other.”
- **Sense**—the collection of factors that lead you to do something.
 - Our behavior originates within us. Outsiders do not cause our behavior.
 - We choose, consciously and unconsciously, what we do.
 - Behavior is the result of numerous factors.
 - Complex behavior may result from thousands of factors.
 - Some factors have a big effect, some have little.
 - Some factors we know about and some are unconscious.
- **Understand**—to grasp the logic of the factors that led to a behavior.
“Oh, I get it. I did that because of this, and that, and some of that and a little bit of that also.
A + B + C + D + E lead me to do F.”
- **Validate**—to verbally bear witness to the sense of another person.
“I see it! You did that because you believe A, you saw B, you value C and you feel uncertain about D.
Did I get it?”
- **To Validate** is “to make” someone feel understood.
- **PreValidate**—to consciously “get it” that people make sense all the time. To actively seek to understand the sense of others and your sense.
“Help me understand why you did that.” “Can I talk this out with you. I am trying to figure out why this bothers me so much.”
- **Pre-Invalidate**—to question or doubt whether you or others make sense. To actively deny the sense of other’s or of yourself.
“It makes no sense to do that.” “That behavior is senseless.” “There is no reason to do what you did!” “I can’t understand why anyone would do what you did!”