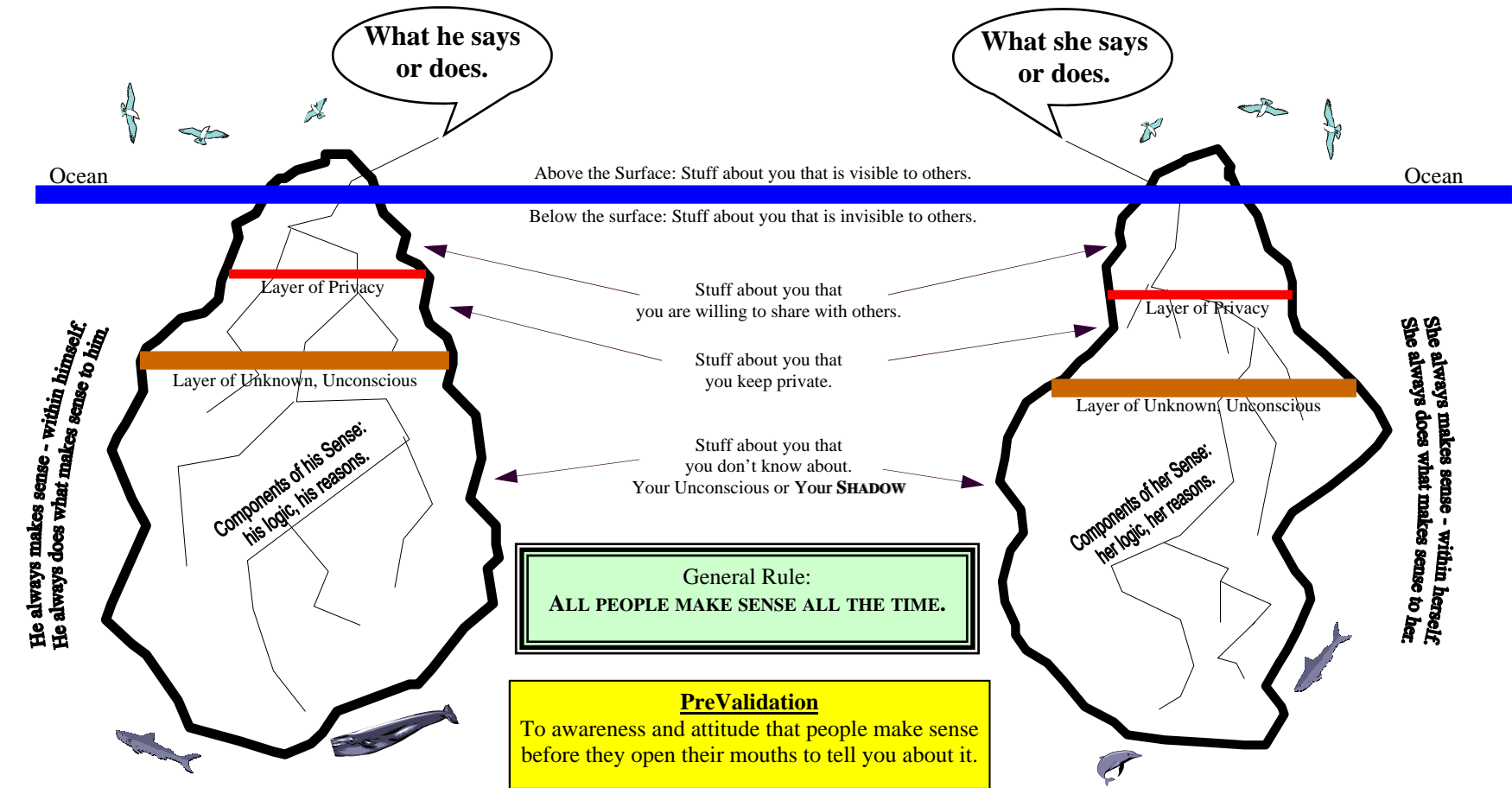


Icebergs

PreValidation

The path to Understanding and Validation



Understanding:

To see someone's sense as different from yours. To grasp their validity.

When you say "You don't make sense," you mean:

1. "I don't see the sense you are making, yet. Please tell me more about that."
2. "I don't like the sense you are making. I know you make it. I just don't like it."
3. "You don't make my sense" A common mistake and a silly one, this is Pre-Invalidation. People never make other people's sense. They make their own.

Validation:

To verify your understanding of the sense someone is making. To bear witness to their sense.