

Nonlinear Creation and Navigation

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(Revised: 21. December 2015 by Nicola Neumann-Mangoldt)

FORMAT:

Exercise in teams of 3.

Duration: 120 to 180 minutes (2 rounds. Each person gets 20 to 30 minutes in each round)

PURPOSE:

The purpose is to train and refine nonlinear creation and navigation skills.

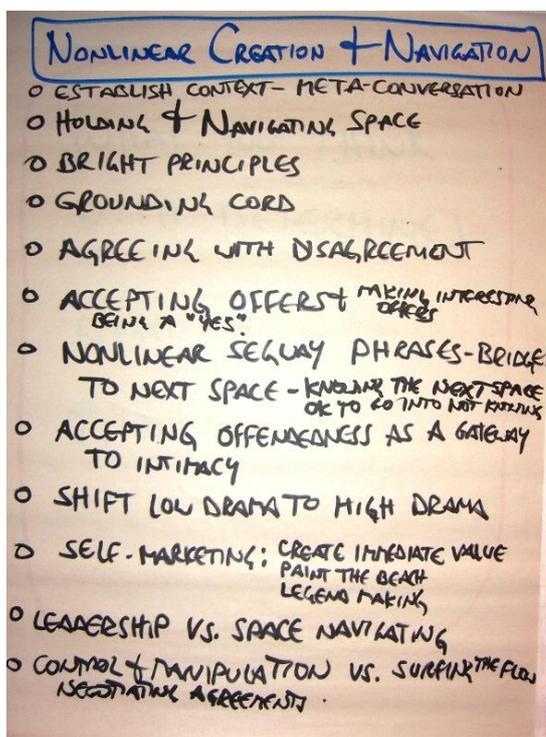
SETUP:

Intro in big circle.

Exercise in groups of 3, sitting in chairs.

INTRO / BACKGROUND:

As trainer prepare below map and start the session by talking about the different aspects of nonlinear creation and navigation.



- **Establish context through Meta-Conversation**
- **Holding and navigating space**
- **Bright Principles**
- **Grounding Cord**
If you make a grounding floor of the size of the entire floor of a room, then when you make black holes they are without resistance. It is easier to suck the energy away.
- **Agreeing with Disagreement**
If a person is disagreeing, you can e. g. say: "Thank you for disagreeing. What an excellent opportunity. In order to get to know you better, can you explain how a person like you would frame up your world so that you would disagree with that?"
- **Accepting Offers and making interesting offers. Being a yes.**
- **Nonlinear segway phrases – bridges to next space**
You have to know the next space and you have to be okay to go into not knowing when using segway phrases.
- **Accepting offendedness as a gateway to intimacy**
They get offended, because their normal box defense mechanism is not supported. They reveal part of their box design. You get to know them better.
- **Shift low drama to high drama**
- **Self marketing**
Create immediate value, paint the beach, legend making.
The way you are holding and navigating space is about self-marketing. That happens mainly through distinctions, where people get immediate value. However, don't do this with an HR leader, who decides about your trainings, because this will put them into liquid states and then they don't know how to deal with it and get scared.
- **Leadership versus space navigating**
- **Control and manipulation versus surfing the flow**
Negotiating agreements.
It is like skiing: in control out of control

INSTRUCTION / PROCEDURE:

FIRST ROUND:

- Get together in groups of 3. In each group we have one Possibility Manager, one client and one coach.
- Every person gets 30 minutes.

1. Instructions for Possibility Managers:

- Possibility Managers, pick a dangerous person you talk to. This can be e. g. the leader of a company you want to sell trainings to or somebody else.
- Take responsibility for the context. Make it safe for the client so that they can move. E. g. when somebody is working in a corporation they are afraid of life. But you can hold them. Make a grounding cord, your center and your bubble.
- It is an ongoing theater piece, but you don't know what's next. So you are in a small now with a great spectrum of possibility. It is like playing a game with the client.

2. Instructions for the clients

You roleplay the dangerous person. Shift into that role.

3. Instructions for the coaches

You give feedback and coaching on everything the PM does, their words, their gestures, their facial expression, the energetic tools they use, etc.

Coaching examples:

- Your greeting was too linear. The customer is already bored. The tone of your voice already puts them to sleep. That's what they know.
- Just in your mind put your chair next to the client so that you are looking into the same direction.
- Pull the rug out by going nonlinear (without being victim), e. g. by saying "Do you have a brother?"
- Make your working space bigger. Don't let it end right behind the client. (You have to scan the client. Some clients need a bigger working space so that they have freedom of movement. Others need a smaller space to feel safe.)
- Und jetzt habe ich eine gefährliche Frage für Sie: „Wie sieht es mit Ihnen aus? Sind Sie bereit sich selbst auch auf den Prüfstand zu stellen?“
- Focus on winning happening in the space.
- Imagine having a whole team of trainers with you at the company meeting. The entire Guild is there. You don't have to face the project alone.
- Be precise.

SECOND ROUND:

Get together in new teams.

Instructions for Possibility Managers:

Now pick one of the skills you would like to improve and tell your team. In this round concentrate on this particular skill.

DEBRIEF:
