

# Clues For Reading Culture

BE PESSIMISTIC  
PREACH/MORALIZE  
BE JUDGEMENTAL  
BE CRITICAL  
DISAPPROVE

TAKE BALL AWAY FROM  
PULL RANK  
GET ANGRY  
SCARE

ACT DISTANT  
INATTENTION  
DO NOT LISTEN  
DO NOT JOIN  
USE SILENCE AGAINST

POINT OUT ONLY FLAWS  
MISUNDERSTAND  
DISAGREE  
ARGUE  
CHALLENGE

**Actions that  
move toward  
disorder and  
entropy**

PUT THE BURDEN OF PROFF ON HER OR HIM  
ASK QUESTIONS  
CROSS-EXAMINE  
GIVE NO FEEDBACK  
BE NONCOMMITAL  
PUT ON A STONE-FACE

REACT NEGATIVELY  
DISCOUNT/PUT DOWN  
BE CYNICAL/SKEPTICAL  
INSIST ON EARLY PRECISION  
CORRECT

BE IMPATIENT  
NIT-PICK  
INTERRUPT  
BE BORED

BLAME  
NAME CALL  
SET UP WIN/LOSE  
BE COMPETITIVE  
MAKE FUN OF

ASSUME NO VALUE  
MAKE NO CONNECTION

BE OPTIMISTIC  
SEE THE VALUE IN  
FOCUS ON WHAT IS GOING FOR THE IDEA  
ASSUME VALUABLE IMPLICATIONS

ATTENTIVENESS  
LISTEN  
BE INTERESTED  
SHOW APPROVAL  
GIVE EARLY SUPPORT  
ACKNOWLEDGE  
CREDIT  
PROTECT  
VULNERABLE  
BEGINNINGS

TAKE RESPONSIBILITY FOR UNDERSTANDING  
WASTE NO ENERGY EVALUATING EARLY  
JUMP TO FAVORABLE CONCLUSIONS  
SET UP WIN/WINS  
MAKE IT NO LOSE  
STAY LOOSE UNTIL RIGOR COUNTS  
SUPPORT CONFUSION/UNCERTAINTY  
VALUS THE LEARNING IN MISTAKES  
USE AMBIGUITY

**Actions that  
Move toward  
Cooperation &  
Synergy**

ACCEPT  
CONNECT WITH  
JOIN  
BE OPEN TO -WHOLLY  
ACCEPT  
BUILD ON IT  
SPECULATE ALONG WITH  
SHARE THE RISK

LISTEN APPROXIMATELY  
PARAPHRASE

DEAL AS AN EQUAL  
ELIMINATE STATUS/RANK  
GIVE UP RIGHT TO PUNISH OR  
DISCIPLINE

TAKE ON FAITH  
TEMPORARILY SUSPEND DISBELIEF  
ASSUME IT CAN BE DONE  
SHARE THE BURDEN OF PROOF