

# Forms of Provocation

More Conventional



More Unconventional

Soft



<ul style="list-style-type: none"> <li>• Tell a story</li> <li>• Ask question</li> <li>• Ask someone to self-reflect</li> <li>• Ask people for more than an interpretation</li> <li>• Ask for specification of a general comment</li> <li>• Encourage deeper diagnosis</li> <li>• Ask how ripe is the issue</li> <li>• Ask someone to make assumptions explicit</li> </ul>	<ul style="list-style-type: none"> <li>• Ask systemic questions</li> <li>• Use unusual metaphor</li> <li>• Use psychodrama to illustrate</li> <li>• Request trial behaviour</li> <li>• Use analogy e.g. medical trials</li> <li>• Act as a non-verbal mirror of people's non-verbals</li> <li>• Restrain change</li> <li>• Direct people to go slow</li> <li>• Prescribe symptom e.g. mistrust</li> </ul>
<ul style="list-style-type: none"> <li>• Name default roles</li> <li>• Remove clarity and structure</li> <li>• Reorder agreed priorities</li> <li>• Make strong interpretation</li> <li>• Identify difference between values and behaviour</li> <li>• Give hard news and don't protect people</li> <li>• Describe 'elephant in the room'</li> <li>• Invite people to consider their actions as evidence of their intentions</li> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>• Use paradox</li> <li>• Make purposeful mistakes</li> <li>• Be deliberately inattentive</li> <li>• Refuse to answer a question</li> <li>• Utilise resistance</li> <li>• Call people's attention to irresponsible behaviour</li> <li>• Use powerful image/metaphor to illustrate e.g. 'virus'</li> </ul>