

Procedural Satisfaction: During the Meeting Consensus: Gradients of Agreement

- ▶ Allows speaker to show level of agreement
- ▶ Provides way to "save face"
- ▶ Reduces chance of automatic "No" because can't agree completely



Option 1: Consensus Language using the Gradients of Agreement Poster and Cards or Post-Its or Hand Signals:

"The recommendation on the table is: _____"

Indicate your level of agreement by using the gradients of agreement cards.

Remember a rating of 3, 4, or 5 indicates you can 'live with' the recommendation or, all the way to 5, you are 'very happy' with the recommendation.

We will discuss ratings of 1 or 2 and then rate again."

Option 2: Consensus Language WITHOUT Poster or Cards:

"The recommendation on the table is: _____"

Talk about your level of agreement with the recommendation.

Talk about whether the recommendation is something you can whole-heartedly support or can live with or have concerns about.

If you have concerns, let's discuss more fully."