Policy Hub Scotland

Governance in High Stakes – Online Learning Course

The language we use in Boardroom Conversations

The language we use in conversation

AFFECT

The language of Affect is about Connection between people, particularly emotional. People with a high Affect propensity take special note of others well-being and how they are reacting to what is being said. They emphasise trust and motivation and provide a climate of warmth & caring.

MEANING

The language of Meaning is about thinking, logic and a sense of purpose. People with a high Meaning Propensity are concerned with "what we stand for" and deeply understanding how things work. They love exploring ideas and concentrating on the theoretical underpinnings of a discussion.

POWER

The language of Power is about accountability, competence and completion. Individuals with a Power propensity tend to speak about specific goals and are highly conscious of time. They enjoy crossing items off their list and moving projects to closure.

boardroom development

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Source Dr David Kantor