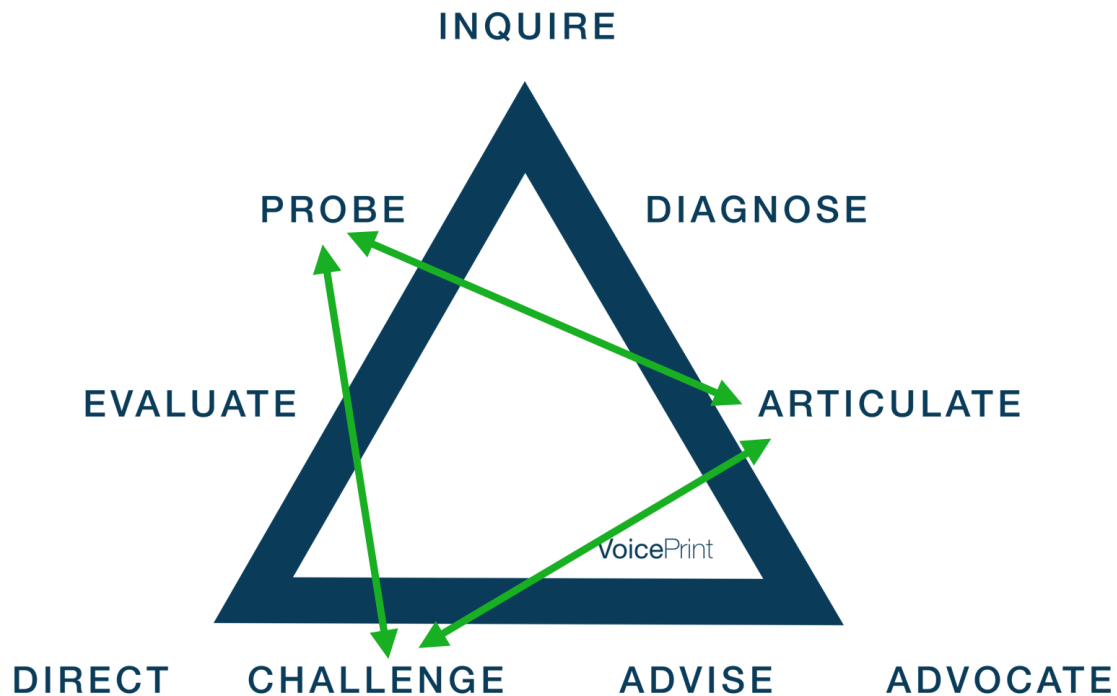# Map 10: A generative conversation dynamic

It's in the nature of interactions that voices seldom remain in isolation. While conversations can become unproductive through getting bogged down in a sticking point (such as a battle of opinions through too much Advocating or the 'analysis-paralysis' of too much Diagnosing), it's more common for a voice to be followed by a different voice. When we Inquire or Probe, for example, we generally expect the response to come from one of the 'positioning' voices, Articulate, Advise or Advocate. Our general expectation is that the response will build in some useful way on what has just been said. (The fact that it often does not is simply evidence of how often we either speak at crossed purposes, misinterpret the speaker's intent or are preoccupied rather than listening attentively).

Different types of interaction implicitly call for different combinations of voices. Skilful facilitators are aware of this and take active steps to ensure that the relevant voices are being used (and irrelevancies minimised).

The combination of three voices illustrated here - Challenge, Probe and Articulate - constitute a dynamic for generative conversations. Notice that there is an immediacy, an in-the-moment quality and a willingness to engage with risk about this pattern. Without achieving and maintaining a balance among all three of these voices, it is highly likely to be difficult to sustain its potential for deeper and more creative conversation.

Contrast this pattern with the 'classic problem-solving dynamic' illustrated in VoicePrint Map 9, which tends to revolve more around what is already known.

Once again there is no 'one right way' of combining these elements. The generative process can start from any of these three points and can be pursued in any direction or sequence. The sensitive balancing of exploration, positioning and control is probably the most important feature of this dynamic.