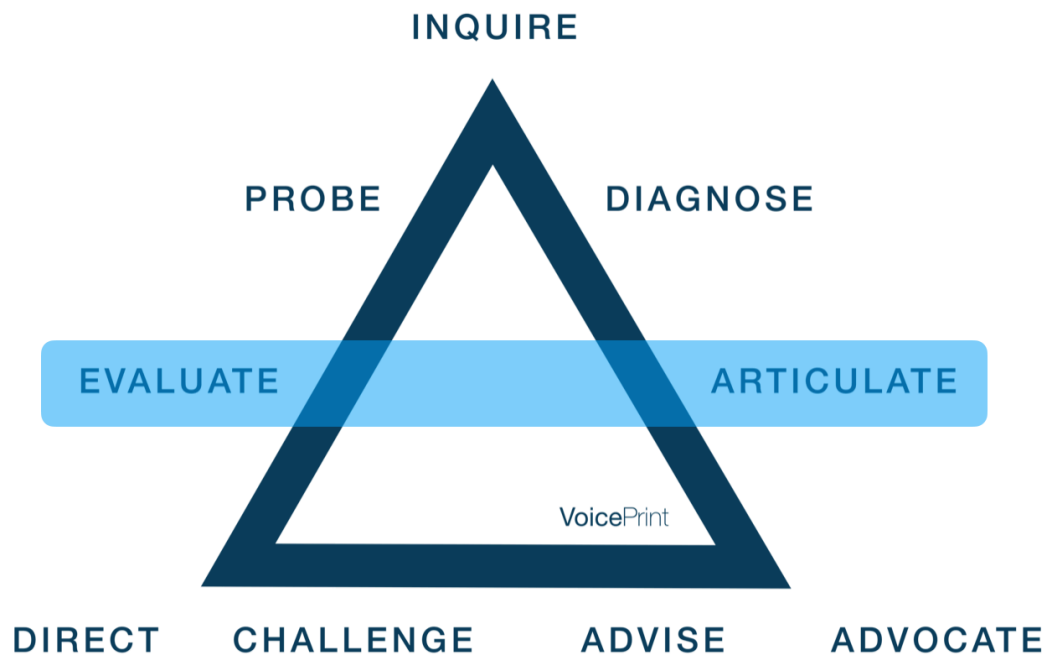


## Map 11: The Corridor of Objectivity

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The Articulate and Evaluate voices, well used, share an important characteristic, aiming to be objective and dispassionate both in their wording and their prosody, the non-verbals which accompany their delivery.

The difference between the two is that Articulate is more concerned with description and clarification, whereas Evaluate is more concerned with comparison and assessment.

We often refer to these two voices as 'The Bridging Voices' because they can provide a valuable connection (or means of transition) between the exploring voices above them and the voices of decidedness below them.

Note that VoicePrint research suggests that the Articulate is often fragile under pressure, when people become stressed and discussions become heated. This is probably because the effective use of the Articulate voice requires patience, both on the part of the speaker to choose and deliver their articulation with care, but also on

the part of the listeners. As impatience rises, the climate tends to become less conducive for the Articulate voice.

Note two other related findings from VoicePrint research about tendencies under pressure:- First, Inquiry is often compromised, with energy shifting under pressure away from the Inquire voice into a more focused form of exploration, Diagnosis. While this might have the benefit of providing sharper focus, it means that exploration is being constrained by the particular frame/s of reference - or simply assumptions - that are being consciously or unconsciously employed. Secondly, the Evaluate voice also often proves fragile under pressure, losing breadth, thoroughness and objectivity and becoming narrower and more subjective in the process.

Maintaining the presence and vitality of the Articulate and Evaluate voices, especially in pressured circumstances, is an important aspect of effective leadership and facilitation.