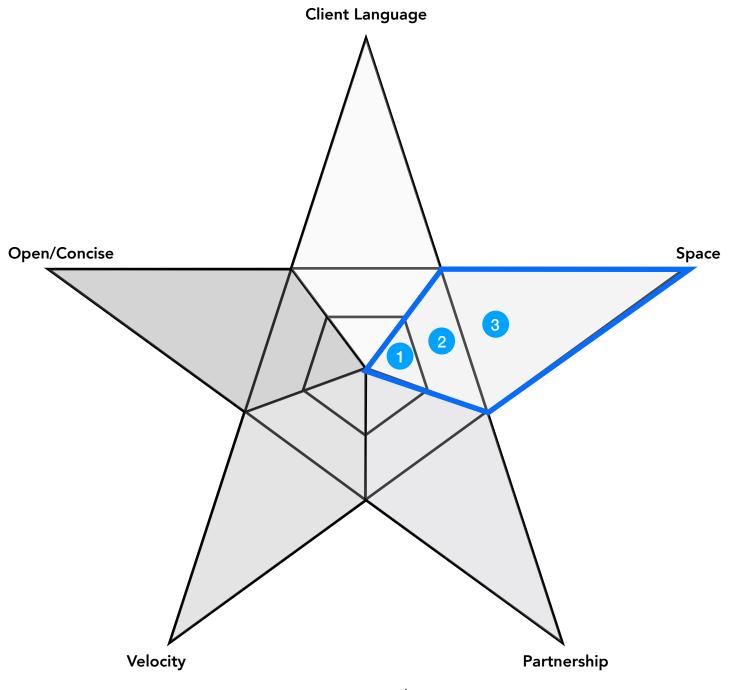
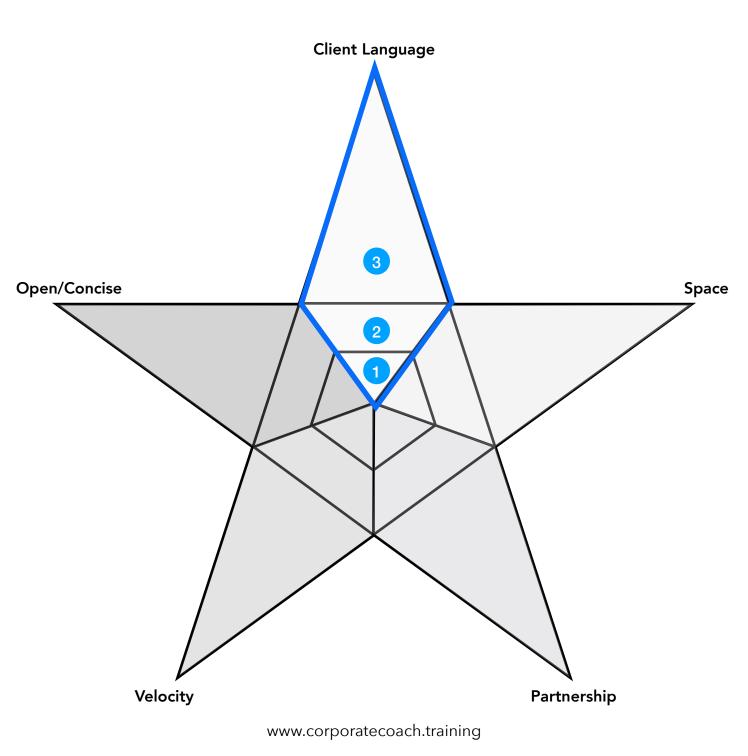
SPACE:

- 1 Interruption to Immediate Step in
- 2 2-3 Second Pause
- 3 Pause for 4 or more Seconds



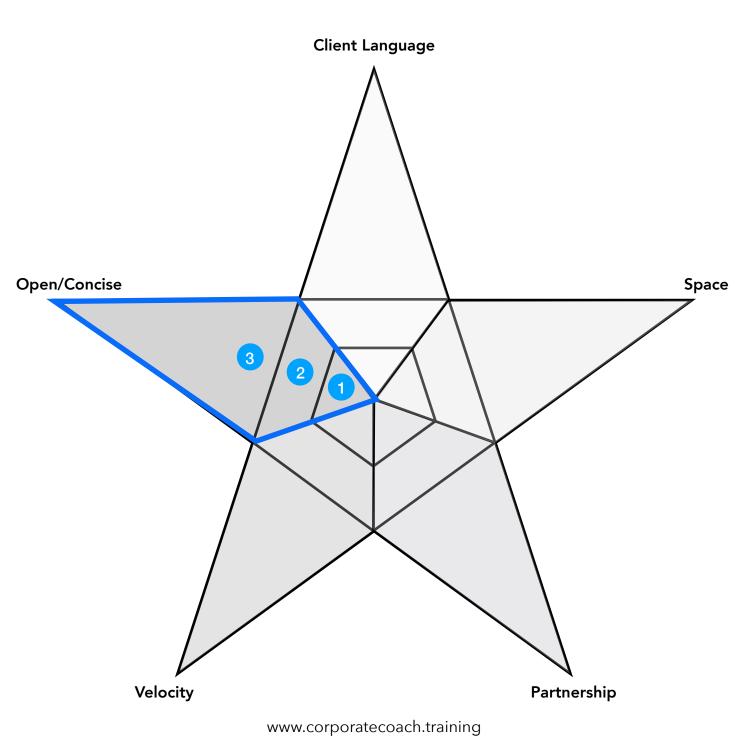
Client Language

- 1 No Use of Client Language
- 2 Tactical Language
- 3 Meaningful Client Language



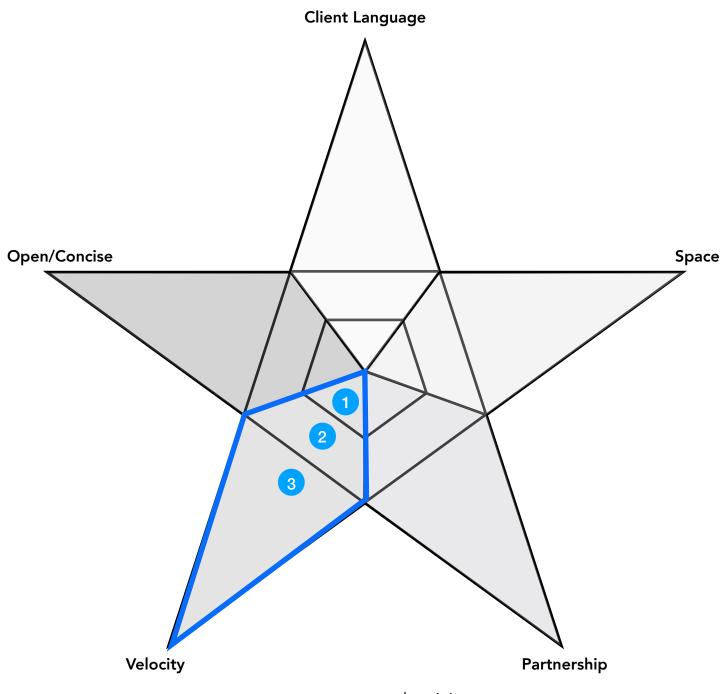
Open / Concise

- 1 Closed and Long/Stacked Questions
- 2 Open or Concise
- 3 Open and Concise



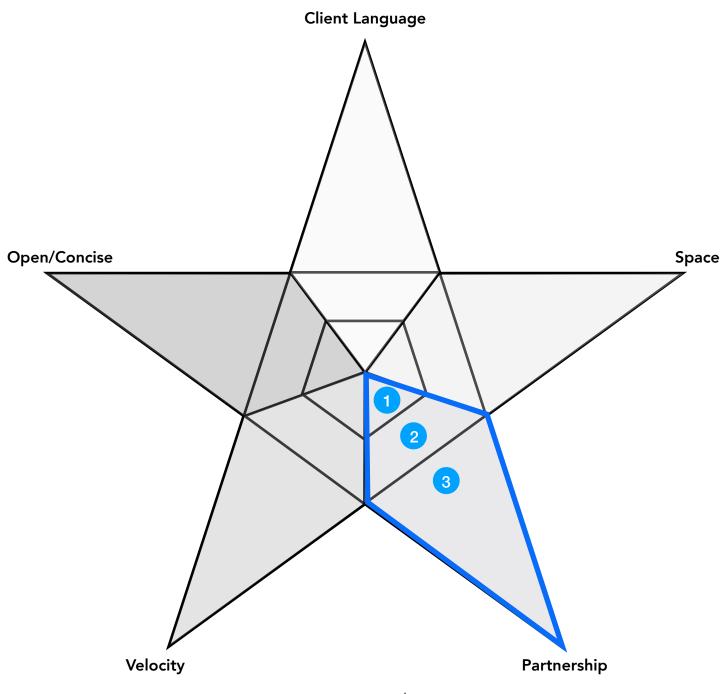
Velocity

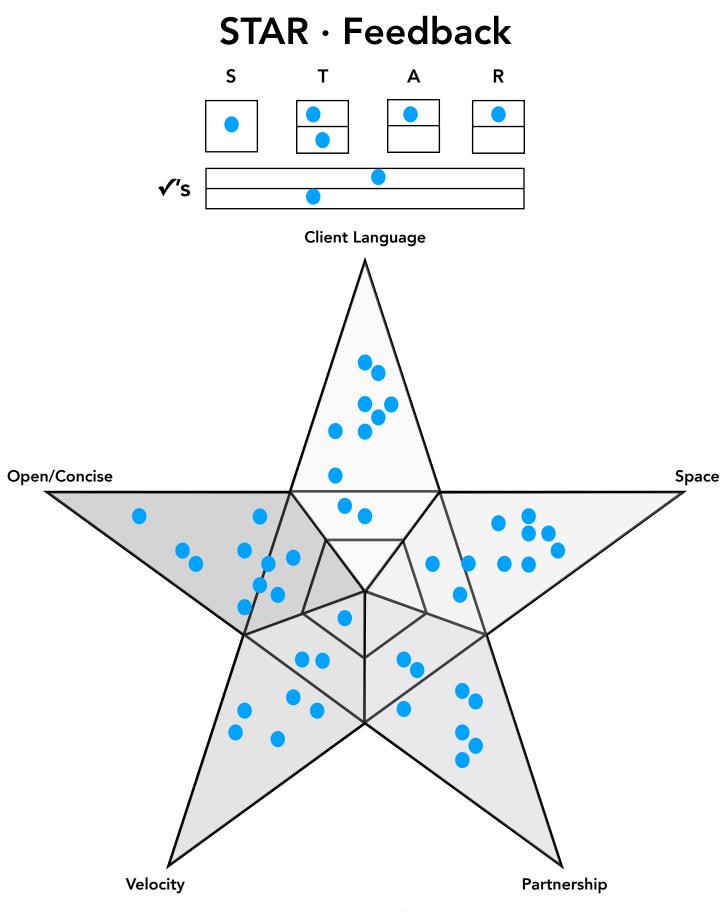
- 1 Informational or Disconnected
- 2 Exploratory, though Lower Pressure
- 3 Meaningful Exploratory Pressure



Partnership

- 1 Directive, Suggestion, Closed Exploration
- 2 Checkin, Structure, Sharing Openly
- 3 Open, Language-Based Exploration





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